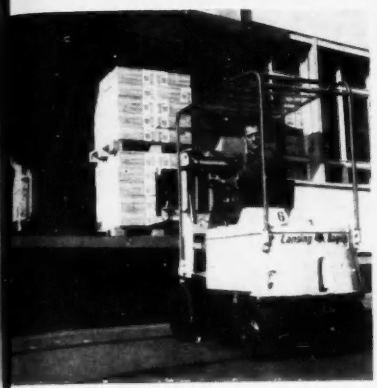
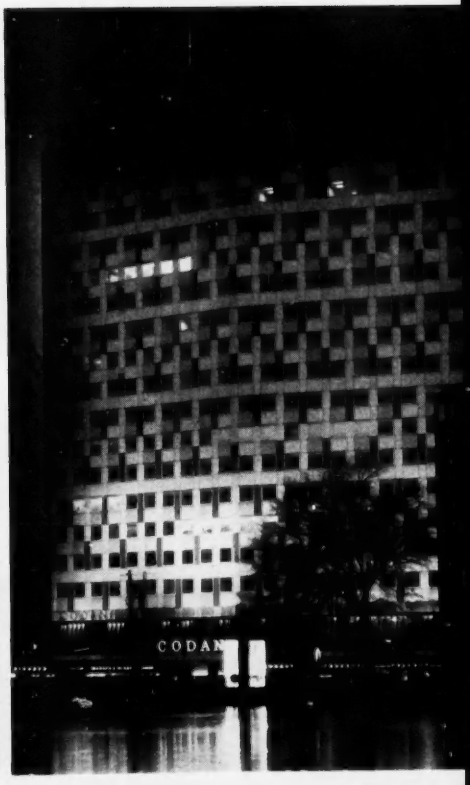
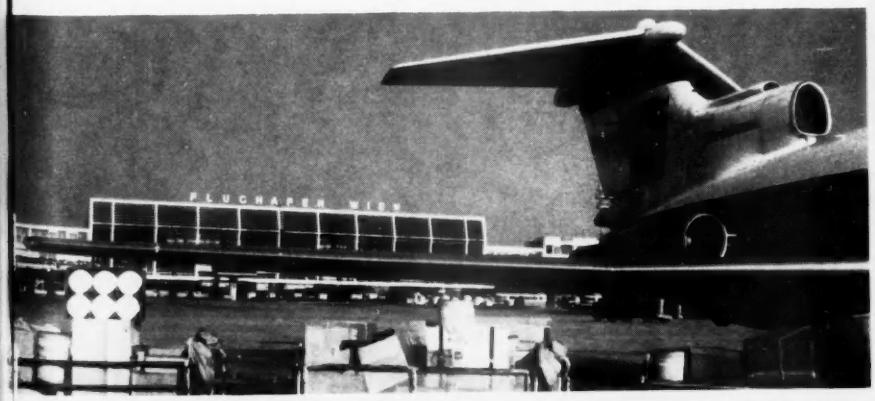
Board of Trade Journal

Volume 192, No. 3642 Published by Her Majesty's Stationery Office 6 January 1967







1s. 6d. net

Look here for new AirMarketing buyers and suppliers:

PAN-AM

EUROPE

Austria

K.2. BATHING SUITS—agency seeks to import from manufacturers world-wide.

K.35. AIR CONDITIONING tools and accessories—importer seeks manufacturers, suppliers world-wide.

France

K.32. PHOTOCOPY EQUIPMENT AND PAPER—importer seeks suppliers world-wide.

K.61. INDUSTRIAL AND SCIENTIFIC EQUIPMENT for hospitals—firm seeks suppliers world-wide.

Germany

K.64. OPTICAL PARTS, loose and set, also monoculars—manufacturer seeks buyers world-wide.

K.69. NOVELTIES and promotion items, also disposable articles of synthetic material for hospitals—distributor seeks manufacturers world-wide.

Holland

K.108. TEXTILE MACHINERY, spares and accessories, new and used—firm seeks contact with importers, exporters world-wide.

Italy

K.124. QUALITY FOOTWEAR for men and women—moccasins, golf shoes—manufacturer seeks importers world-wide.

K.129. SCIENTIFIC, SANITARY, CHEMICAL EQUIPMENT for laboratories—mixers, autoclaves, centrifugal machines—manufacturer seeks importers world-wide.

Spain

K.198. ELECTRICAL AND ELECTRONIC MATERIAL, firm seeks manufacturers for exclusive import.

ASIA

India

K.236. SHIRTS, sports shirts, pyjamas, blouses, shifts, skirts—firm seeks buyers world-wide.

Japan

K.255. EDUCATIONAL TOYS—firm seeks exporters world-wide.

K.266. TELEPHONE AMPLIFIER—firm seeks importers in France, Italy, England.

Pakistan

K.290. OFFICE STATIONERY—firm seeks to export world-wide. Also seeks to import office stationery and office equipment world-wide.

K.299. PHARMACEUTICALS, pharmaceutical specialties, drugs and medicines, insecticides, vitamins, antibiotics, etc., firm seeks sole agencies for UK and US manufacturers.

UNITED STATES

California

K.447. ELECTRONIC COMPONENTS and equipment—manufacturer seeks representatives world-wide.

J.411. NEW PRODUCTS, gifts, novelties, office supplies, watches, clocks, radios—importer seeks suppliers world-wide.

Colorado

K.456. ADVERTISING SPECIALTY ITEMS—firm seeks manufacturers world-wide.

Florida

J.423. HUMAN HAIR WIGS, hand or machine made—firm seeks suppliers world-wide.

Maryland

J.456. COMPETITION SMALL SPORTS CAR PARTS, accessories, souvenirs—importer seeks suppliers in England, Europe, Far East.

New York

K.518. MICRO-FILMING AND COMPUTER SYSTEMS—firm seeks to import and distribute.

J.474. SEMI-CONDUCTORS, transistors, resistors, diodes, etc.—firm seeks foreign representatives, manufacturers.

J.491. MECHANICS' HAND TOOLS—firm seeks suppliers world-wide.

Oklahoma

K.540. HIGH-PRESSURE CLEANING MACHINE, cold or hot water and compound, for cars, engines, trucks, etc.—firm seeks distributors in Europe.

These are a handful of the thousands of buying and selling opportunities we hear about all the time. Hundreds are published each month in our free magazine, "Clipper Cargo Horizons." It's published in 6 languages.

Our World-Wide Marketing Service can tell you about more new business possibilities in all product lines on all 6 continents. Something for you, without a doubt.

Find out what new profits are in store for you. Call your Pan Am Cargo Agent. Or call us. Easier yet: fill out the coupon and post it today.

Pan Am Clipper Cargo
Princes Arcade, London S.W.1. Tel: GERrard 9905

Birmingham: CENtral 8731
Manchester: DEAnsgate 3981
Glasgow: CITy 5744

Clipper, reg. U.S. Pat. Off.

Pan Am World-Wide Marketing Service,
Pan Am Clipper Cargo, Princes Arcade, S.W.1

☐ Please send me information concerning this business opportunity (indicate number of listing).....

☐ Please have a World-Wide Marketing Service representative contact me. I sell buy (list products).....

.....

☐ Please send me a complimentary copy of your magazine, *Clipper Cargo Horizons.*

NAME.....

POSITION.....

COMPANY.....

ADDRESS.....

BJ 1

World's largest air cargo carrier • World's most experienced airline

FIRST ON THE ATLANTIC FIRST ON THE PACIFIC FIRST IN LATIN AMERICA FIRST ROUND THE WORLD

Board of Trade Journal

VOLUME 192, NO. 3642, PAGES 1-48
6 JANUARY 1967
PRICE 1*s.* 6*d.* NET, SUBSCRIPTION INCLUDING POSTAGE £5 6*s.* 8*d.*

Exporting to the United States – 1. Britain's biggest export market and how to tackle it effectively 3
New Year Honours for services to export 10
BOAC board appointments 10
The European Free Trade Association (Origin of Goods) (Amendment No. 3) Regulations, 1966 10
Telephone call charges in New Year 10
President on industrial development in Scotland 11
New industry for Linlithgow 11
Board of Trade approves expansion by Stirling company 11
Official Receivers' Appointments 11
ECGD financial guarantee for North Sea oil rig 11
Prizes for overseas marketing case histories 11
Applications for temporary exemption from import duty 12
Imports of cigars, rum and pork from the Dollar Area 12
Imports from Poland 12
Imports of aluminium from Rumania 12
British hosiery and knitwear mission to Canada 13
London Chamber mission to Irish Republic 13
Study of transatlantic furniture market 13
Fact-finding missions to Europe 13
Industrial Reorganization Corporation 14
Economic trends – December 1966 14
First meeting of EDC for Agriculture 14
The Register of Restrictive Trading Agreements, Restrictive Trade Practices Act, 1956 15
Parliamentary Answers 17
New Books 18
Government surplus sales by auction 19

STATISTICS

The economy: selected indicators 21
Overseas transactions – films and television material 22
Retail sales in N. Ireland 23
Registration of British and foreign films 24
British film fund agency 24
Overdrafts of the nationalized industries 24
Orders, deliveries, production and exports in the engineering industries in October 25
Business Monitor: Production Series 27
New companies registered in Northern Ireland 27
Turnover of the motor trades in October 29
Quarterly analysis of man-made fibre production 30

EXHIBITIONS AND FAIRS

The Asian International Trade Fair 32
Sales boost for British publications 32
BoT/RoSPA at Boat Show 32

OVERSEAS TRADE AND EXPORTS

TRADE AND FINANCIAL ARRANGEMENTS

Double taxation – Trinidad and Tobago. West Germany and Republic of Ireland. Tunisia and Rumania. New Trade Commission office in the Bahamas. £360,000 for Indonesia 35
Information for exporters 36
Export Orders 39

TARIFF, CUSTOMS AND IMPORT REGULATIONS IN OVERSEAS COUNTRIES

Australia: Revision of customs by-laws. Tariff Board inquiry. Decision on tariff classifications. Tariff changes on industrial chemicals 44
Canada: Marking of imported goods. Canada – Federal sales tax. 'Made in Canada' ruling 46
European Economic Community: Suspension of common customs tariff. Further translations of EEC and Euratom regulations 40
Germany, Federal Republic of: Increased rates of turnover equalization tax 41
Ghana: Notices to Importers Nos. 271 and 272 43
Irish Republic: Medical Preparations (Control of Sale) Regulations, 1966 40
Malawi: Customs tariff 43
New Zealand: Revocation of some tariff concessions on articles and materials 43
Nigeria: Import licensing regulation 43
Norway: EFTA tariff reduction 40
South Africa, Republic of: Customs tariff application 43
Trinidad and Tobago: Aid to Pioneer Industries Ordinance, 1950 46
Turkey: Liberalization list imports 40

INDEX TO STATISTICS 48

Front cover photographs

British goods for EFTA countries. From left to right and reading top to bottom: Lansing Bagnall fork trucks in Switzerland; a British store promotion in Helsinki; Decca radar in a Portuguese ship; a Norwegian ore carrier equipped with Mirrlees National Ltd. engines; Swedish fashion writers inspecting British wool textiles; Atlas Lighting floodlighting for an insurance building in Copenhagen; a BEA Trident unloading freight at Vienna Airport. More pictures and articles describing trade between Britain and other members of the European Free Trade Association are carried in a 72-page supplement to this week's issue: '1967: Free Trade in EFTA', to mark the beginning of full free trade in industrial products between EFTA countries and Finland.

SUBSCRIPTIONS, ADVERTISEMENTS, REPRINTS

The *Board of Trade Journal* is published weekly by Her Majesty's Stationery Office, price 1*s.* 6*d.* (annual subscription £5 6*s.* 8*d.* including inland or surface but not air postage) and is obtainable directly from the following addresses: 49 High Holborn, London, W.C.2; 423 Oxford Street, London, W.1; 13A Castle Street, Edinburgh, 2; Brazennose St., Manchester; 35 Smallbrook, Ringway, Birmingham, 5; 109 St. Mary Street, Cardiff; 50 Fairfax Street, Bristol, 1; 80 Chichester Street, Belfast; or through any bookseller.

© Crown Copyright 1967

Short extracts can be published without specific permission providing that the source is duly acknowledged.

Subscriptions and sales inquiries should be addressed to the publishers at any of the above addresses.

Editorial Communications should be addressed to the Editor, *Board of Trade Journal*, Room 127, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2654.)

The views expressed in contributions to the Journal emanating from other than official sources are not necessarily those of Her Majesty's Government.

Advertisements. Inquiries from the London Postal Area concerning the insertion of advertisements should be addressed to Her Majesty's Stationery Office, Room D94, Atlantic House, Holborn Viaduct, London, E.C.1. (City 9876, Ext. 6147.) Inquiries from other parts of the United Kingdom should be addressed to Cowlishaw and Lawrence (Advertising) Ltd., Memorial Hall Bldgs., 16 Farringdon St., London, E.C.4. (Tel. City 3718.)

The Government will accept no responsibility for any of the statements in the advertisements and the inclusion of any particular advertisement is no guarantee that the goods or the service advertised herein have official approval.

Reprints of articles. Reprints from the *Board of Trade Journal*, which should be ordered within one week of publication cost £3 0*s.* 0*d.* per page (or part) for 250 copies. (Larger quantities, 5*s.* 0*d.* per page for each additional 125 copies.)

Orders for reprints should be addressed to the Director of Publications (P.12), Her Majesty's Stationery Office, Atlantic House, Holborn Viaduct, London, E.C.1.

EXPORTS UK–USA

meet the challenge with 'CHALLENGER' Express Container Service

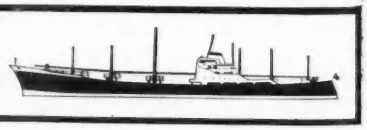
US LINES

WEEKLY — LONDON TO NEW YORK AND EAST COAST PORTS
A fleet of modern 21 knot vessels specially equipped for containers as well as conventional cargo cross the Atlantic in a record 6½ days so that your goods are at their destination 8 to 10 days after leaving your factory — and in perfect condition!

FORTNIGHTLY FROM LIVERPOOL, MANCHESTER, GLASGOW, DUBLIN
Another fleet of cargo ships, also with container capability, maintains a service to U.S. East Coast Ports.
Wherever you wish to send your cargoes in America, they'll go faster and safer with us.

Ask your freight forwarder or shipper or call.

Fast modern | cargo liners | U.K.–U.S.A.



LONDON: 38 Leadenhall Street, E.C.3. Tel: ROYal 6677. LIVERPOOL: 7 The Strand, 2. MARITIME 1931. GLASGOW: 54 West Nile Street, C.1. CITY 2929.

EXPORTING TO THE UNITED STATES – 1

Britain's biggest export market and how to tackle it effectively

This is the first of a series of six articles on the immense opportunities for British exports in the United States and serves as an introduction to that market. Together with the second, dealing with consumer goods, and the third, which deals with industrial goods, it has been prepared by the Commercial Department of the British Embassy in Washington. The series will continue with three special features on the market. It is intended as guidance for the many British firms considering the United States as a market for their products and for those which, with the support of the Board of Trade, will be participating during 1967 in trade fairs, in trade missions, and in the store promotions programme in the United States.

The opportunity

The increase in total United States imports between 1964 and 1965 was just over £1,000 million worth of goods or almost exactly double *the total* of British exports to the United States in 1965. Such is the size and richness of the country, however, that total imports (something over £7,000 million in 1965) amount to no more than 3 per cent of its gross national product. Britain has been doing well, increasing exports to the United States in 1965 by 23 per cent and in the first ten months of last year by 28 per cent, but we still only have a tiny share of a tiny portion of the enormous United States market – 6.7 per cent of all American imports. Moreover, we have to struggle against the vigorous competition of others. The Japanese, Germans, Italians and French in particular have all had their success stories in this market.

With the rate of domestic demand growing at about 6 per cent per annum, and imports increasing at well over double this rate, opportunities for selling more goods in the United States are unparalleled. Domestic resources are being stretched by a five year boom and the pressures of the defence effort and space programme. Never has the country been as receptive to imports – indeed some customers are positively eager for them. The rewards of success are considerable, but they are not lightly to be won, even though the customer is receptive to a good sales pitch. Competition is fierce, and the United States is very much a buyer's market. It is not a market for the unprepared, the half-hearted or the second-rate. If a foreign product is to survive in the market, it must be just right,

Gorringes Store in London sent some of the finest products of up to 30 British manufacturers to about 40 famous United States department stores, which enabled American Christmas shoppers to place orders for the gifts to be flown direct from London to their friends anywhere in the United States. The scheme was launched by Lord Rhodes, Parliamentary Secretary, Board of Trade (shown above), at a special ceremony at Gorringes last September.

'FREE TRADE IN EFTA 1967'

TO MARK THE achievement of free trade within the European Free Trade Association a special 72-page supplement appears in this issue of the *Board of Trade Journal*. Further copies are available free of charge from the EFTA Information Centre, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2479 and 2480).

and this may call for adaptation. And it must be sold, packaged, advertised, distributed and marketed in the right way, which will certainly call for careful and correct preparation. Finally, many products will go on selling only if they are backed by efficient after-sales service.

How to approach the market

The Scout motto applies, 'Be prepared'. If a product sells well at home or elsewhere, it certainly does not follow automatically that it will sell in the United States. It is not hard to find out what does sell and why. A manufacturer then has a choice between offering either what the customer wants, as borne out by the existing market, or what the customer needs or might be persuaded to buy – which could be learned from studying the gaps in domestic supply. Success or failure may well depend on willingness to make changes: some modifications are likely to be essential in most products. The Japanese have excelled in ascertaining what the market wants and then going away and making it. The Germans have excelled in careful and correct marketing.

Sheer size

The size of the United States is such that a large firm by British standards may be small by American standards. What may be a large order to an average British manufacturer is not likely to be of the same significance to the American buyer. If a British firm has a product which is acceptable it may attract large orders which could involve a substantial slice of production and also a sizeable investment to ensure proper service and back-up to the customer – to *stay* in the market.

But the United States is not necessarily to be treated as one single market. It may be regarded by the exporter as comparable with Western Europe; it is one area but several markets. In fact, it is usually advisable not to try to tackle the whole country at

(*Continued on page 5*)

How to map an effective sales campaign in the U.S.A.

As the only truly national newspaper and foremost business daily in the U.S., The Wall Street Journal has a news mission and a penetrative sales influence unduplicated by any other magazine or newspaper.

Its circulation of over 1,000,000 (total readership is close to 3,000,000) constitutes unrivalled coverage of the industrial and commercial decision makers of America. American enterprises are largely governed by the recommendations, judgments and opinions of these individuals.

To tell these key executives about your product or service, you have the economy and convenience of your choice among The Wall Street Journal's 4 daily regional editions: Eastern, Midwest, Pacific Coast and Southwest. Combined, they form the National Edition. You may advertise in 1, 2, 3 or all 4 editions, focusing directly on your option of geographic markets.

Whether you use The Wall Street Journal's total national coverage, or any segment of it, you achieve exposure among subscribers and readers of the same high quality. This includes not only the important business community but government and financial leaders as well.

Over 40% occupy highest-ranking management positions-chairmen, presidents, owners, partners, directors, trustees and other posts of comparable levels. Nearly 25% are key staff, line, technical and sales personnel: engineers, chemists, purchasing agents, department managers and others of similar responsibilities. Almost 14% are engaged in the professions, government or the armed forces.

Whatever your sales objectives in the United States market for business and industrial goods and services, or quality consumer products The Wall Street Journal affords you direct entry to your best customers and prospective customers. It is the one publication expressly geared for their daily business information needs.

Detailed data regarding market composition, geographical dispersion, buying habits, areas of responsibility, and advertising costs are available without obligation on your part.

Call or write:– **Victor G. Webb**

THE WALL STREET JOURNAL

162 QUEEN VICTORIA STREET, LONDON, E.C.4.

CITy 0571

67 381 A A 30.:

once – it pays to try selected regions. The most obvious markets are:

The East Coast – stretching from Boston to Washington, DC.

The Mid - West – the manufacturing heartland of the country from Chicago through Detroit to Cleveland and Pittsburgh.

California – with its two centres of Los Angeles and San Francisco.

Texas – notably Dallas and Houston.

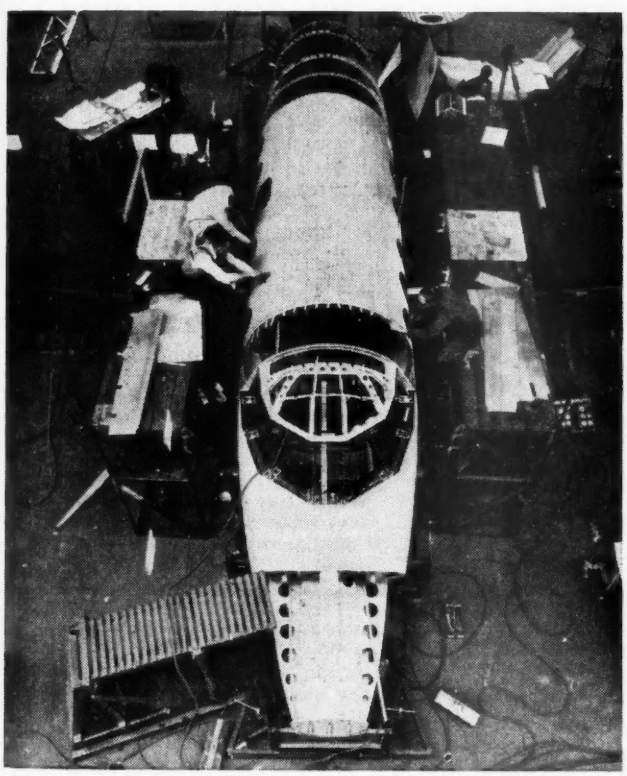
The South East

Focal points in these regions are New York, Chicago, Los Angeles, Dallas and Atlanta.

Stage 1: Home work

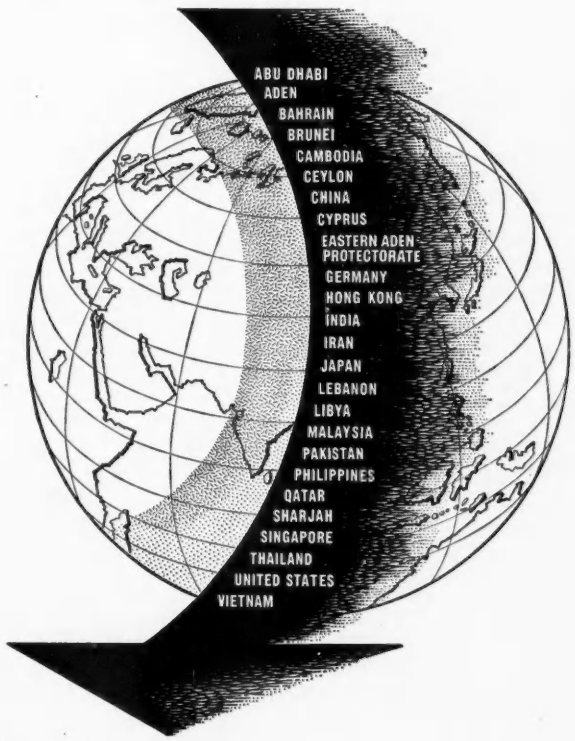
Much of the preparatory market research can be done without expense at home in Britain. Here are some sources of information: American trade journals, catalogues and specialist directories. Trade statistics. American products at trade shows in Britain or on exhibition at the American Trade Centre in London. Subsidiaries of American firms in Britain. Buying offices for American firms in London. Other (friendly) exporters. Banks with United States offices or connections. Trade Associations (especially those which have

(*Continued on page 6*)



Construction of the first prototype HP 137 'Jetstream' – of which 165 have already been ordered – at the Handley Page Radlett aerodrome. The maiden flight of this executive and local-service aircraft will be in the spring; and first deliveries of production aircraft to operators will be made early in 1968. Sixty-five of these airliners, costing £8 million, were ordered recently by the KR Cravens Corporation, St. Louis, through its wholly-owned subsidiary, International Jetstream Corporation.

The best way to these EXPORT MARKETS



is through THE CHARTERED BANK

(Incorporated by Royal Charter, 1853)

The Bank, its subsidiaries and associates are the largest British banking group in the East, having 250 offices in the territories, shown above.

THE CHARTERED BANK
Head Office: *38 Bishopsgate, London, E.C.2.*
Manchester Office: *52 Mosley Street, Manchester, 2.*
Liverpool Office: *28 Derby House, Exchange Buildings, Liverpool, 2.*

THE EASTERN BANK LIMITED
Head Office: *2 & 3 Crosby Square, London, E.C.3.*

The Chartered Bank has two offices in New York. The Chartered Bank of London, an associate in California, has a main office in San Francisco and branches.

We have been Shipowners for more than
a century: we have a fast modern
fleet of cargo liners serving
WEST INDIES, GUYANA,
VENEZUELA, COLOMBIA, MEXICO,
GUATEMALA, BRITISH HONDURAS,
U.S. GULF PORTS, and
SOUTH and EAST AFRICA.

WE CARE
FOR YOUR
CARGO

Harrison Line

Thos. & Jas. Harrison Ltd., Mersey Chambers,
Liverpool, 2, and Fountain House, Fenchurch Street,
London, E.C.3.

organized trade missions to the United States). Export organizations like e.g. the Clothing Export Council. The biggest single source of information is the Export Services Branch of the Board of Trade – call 'Export Intelligence'. They have the statistical data, the catalogues, the journals, the directories, information about the relevant tariffs, regulations, restrictions. They know how to get other information from the official commercial services overseas or other sources. They are constantly receiving market information from the United States, where a score of Consular posts with commercial departments are strategically located in all the principal markets. All this information is freely available. Preparation at home is much cheaper than arriving unprepared in the territory and having to do it then.

Stage 2: Visiting the market

On the basis of information gleaned at home, and after a good hard look at his own production capacities in relation to the United States market, the exporter should be in a position to judge whether the prospects warrant further exploration. If he decides that they do, the next step is for the manufacturer himself, preferably through the Board of Trade, to get in touch with the British Government Commercial representatives in the United States to refine and expand on the advice and market information already collected. They may be asked to confirm the preliminary opinion of the exporter that the product is saleable. To test the market by discussing the product with experts in the trade. To identify the chief competition. Or, more precisely, actively to seek an agent, representative or other American firm interested in handling the product. The third step is the most vital – a personal visit by the manufacturer both to judge the market for himself and to make personal contact with potential agents, importers, distributors or buyers. Programmes of visits can be tailor-made to the manufacturers' requirements by the Board of Trade through the official overseas services.

One of the best ways of obtaining quick market reaction is to visit or to exhibit in a trade show (Board of Trade help may be available through a joint-venture stand with a group of firms). Participation in trade shows enables the manufacturer at comparatively little expense to achieve several things in one place in a short space of time – to test the potential of his product before the most

USEFUL ADDRESSES

Board of Trade, Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757).

British National Export Council (Trade Missions and Collective Market Research, Mr. G. R. G. Bird, Mr. A. J. M. Watt), 6/14 Dean Farrar Street, London, S.W.1. (Tel. 01 930 3121).

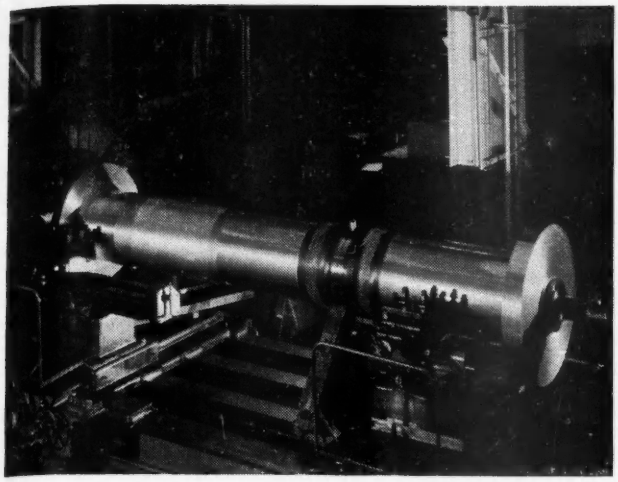
Mr. B. D. Renn, Secretary, British National Export Council (United States Committee), 21 Tothall Street, London, S.W.1. (Tel. Whitehall 6711).

Mr. R. Arculus, The Director of Trade Development, British Consulate-General, 845 Third Avenue, New York, NY 10022. (Tel. PL 2-8400; Area Code 212).

A list of British commercial representatives in other parts of the United States and of the Regional Offices of the Board of Trade, last published in full in the *Board of Trade Journal* on October 7, 1966, will be repeated in up-to-date form in the issue of January 20, 1967.

All commercial inquiries should be addressed initially to the nearest Regional Office of the Board of Trade or to Export Services Branch. A great deal of overseas commercial information is on record and can be supplied immediately.

Other useful addresses are listed in the booklet 'Hints to Business Men Visiting the United States'. Copies are available to British businessmen visiting the United States free of charge from the nearest Regional Office or from Export Services Branch.



Taken at the Netherton works of the English Electric Company, Bootle, Lancs., this photograph shows the first machining of the main shaft of one of the two 58,500 *h.p. water turbines which the company is supplying to the Sabine River Authority, United States. Installed in the Toledo Bend Project during* 1966, *the two vertical Kaplan turbines are designed to operate at* 100 *r.p.m. under a head of* 66 *feet.*

critical but also the most receptive audience; to see his competitors' goods; and to meet possible agents and distributors. Another possibility is to join a trade mission made up of manufacturers in the same trade or field of activity.

Only by a personal visit can one check preliminary ideas about such things as packaging and promotional and distribution methods. An agent or distributor can rarely be satisfactorily selected without personal contact. The visitor will find American businessmen amazingly willing to share their experience and expertise.

Stage 3: Consolidation

Once the exporter has appointed his agent or set up his selling and distribution arrangements, this is only the start of his business with the United States. He should continue to give his representative full support and encouragement by keeping to delivery dates, by visiting him regularly to check up personally, not only on the progress of his product but on market trends. He should not expect or be satisfied with quick results. During the first year or two of selling his principal's products, the agent or importer will bear heavy costs in promotion. The more assistance he can be given with this, particularly in covering advertising expenses, the more this will do to ensure the long-term success of his efforts.

It should be borne in mind that, with some exceptions, most large and successful British sales efforts in the United States are in the hands of a fully-fledged subsidiary company, with full authority and support from home to market the goods in the American way.

Profitable business

Some of the best British firms are doing a fine job in the United States market. Many more are actively preparing to enter it. There

(*Continued on page* 9)

EXPORT ASSISTANCE PICK-A-BACK ARRANGEMENTS FOR EXPORTS

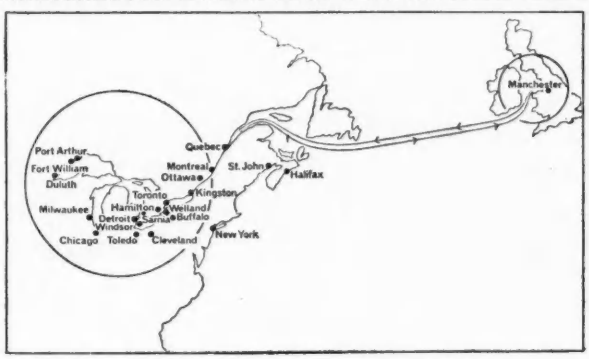
A booklet containing the names and addresses of firms who have offered to help other firms with export assistance is published by the Export Services Branch of the Board of Trade.

Copies may be obtained free from the Export Services Branch, Board of Trade, Hillgate House, 35 *Old Bailey, London, E.C.*4. *(Tel. City* 5757, *Ext.* 245, *Telex* 25977), *or from any of the Board of Trade Regional Offices.*

ARE COSTS STRANGLING YOUR EXPORT DRIVE ?

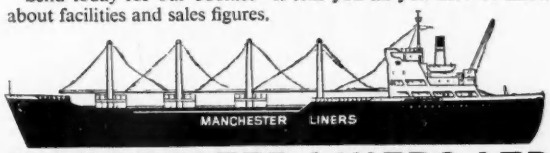
End-product costs are becoming more and more affected by total freight and distribution costs. Marketing policy and profit margins too can be influenced by these factors—it is of the utmost importance that your product benefits from the latest developments and improvements in freight distribution techniques.

MANCHESTER LINERS LINK BRITAIN WITH THE LUCRATIVE U.S. & CANADIAN MARKETS... FAST!



With Manchester Liners *speed* is the key factor. We cut your transportation times and thereby your costs—thus helping to make your product more competitive abroad. We operate a first class container service between Manchester and the U.S. Great Lakes. Our services provide fast regular sailings to and from the U.S.A. and Canada, and are backed by nearly 70 years experience.

Send today for our booklet—it tells you all you need to know about facilities and sales figures.



MANCHESTER LINERS LTD

St. Ann's Square, Manchester 2 Tel: BLAckfriars 1641 (7 lines)

ship via the

BRISTOL CITY LINE

TO NEW YORK & OTHER U.S.A. EASTERN SEABOARD PORTS

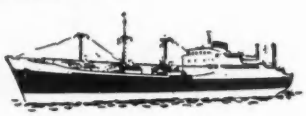
ALSO U.S.A. GREAT LAKES PORTS (IN SEASON)

and via

BRISTOL CITY DONALDSON LINE

WEEKLY JOINT SERVICE TO CANADIAN PORTS

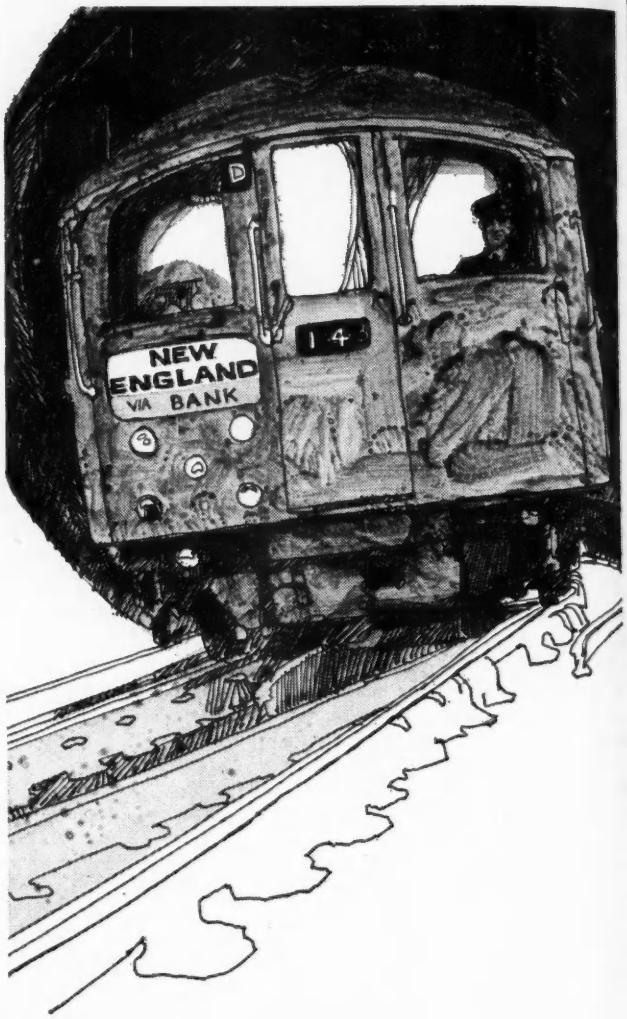
MONTREAL — GREAT LAKES — MARITIMES (Winter)



AGENTS

BRISTOL: THE BRISTOL CITY LINE OF STEAMSHIPS LTD
129 Cumberland Road, Bristol 1. Phone 24101. Telex 44150
LONDON: THE BRISTOL CITY LINE OF STEAMSHIPS LTD
9-13 Fenchurch Bldgs. E.C.3. ROY 6762. Telex 261516.
DONALDSON BROS & BLACK LTD.
31-35 Fenchurch St. E.C.3. MAN 1781. Telex 263037
BIRMINGHAM: Maurice Cooke & Co Ltd
SWANSEA: Houlder Bros & Co Ltd
CARDIFF: Rogers & Bright (S. Wales) Ltd
NEWPORT: Houlder Bros & Co Ltd

Head Office 129 CUMBERLAND RD. BRISTOL 1
Telephone Bristol 24101 Telex Bristol 44150



Fastest route to business opportunities in New England, U.S.A. . . . by tube to the Bank

The FIRST NATIONAL BANK of BOSTON · 1784 ·

Then head for the First National Bank of Boston—it's an easy 2-minutes walk from the Bank Station. Bank of Boston are the biggest, most experienced bank in the New England area. They can help speed your exports through the ports of Boston and Providence . . . give you a same-day question/answer service on market conditions . . . put you in direct contact with the region's top business men.

For complete information contact:
First National Bank of Boston, 4 Moorgate, London, E.C.2. Tel: MON 5871

is plenty of room for other energetic, capable, first-rate firms with good products. Approached in the right way, selling to this wealthy, varied and expanding market is not only a manageable proposition, it is a paying proposition. The figures for our exports bear this out; there are untapped opportunities to prove it over and over again. The more carefully plans are laid and the longer the exporter plans ahead, the more substantial are his profits likely to be. The American market is not one to enter lightly. Nor can one stay in it profitably without sustained effort. But it is not a market which a progressive, expanding business with a good product can afford to neglect.

More aid to exporters

More help is available to exporters than ever before. The Board of Trade can give full details of assistance under the headings of joint-venture stands at trade shows and the schemes for trade missions and group market research operated by the British National Export Council. In addition, they can give full details of the official services available on the spot in the United States to individual British firms. Call Export Intelligence.

SEMINAR ON EXPORTING TO THE UNITED STATES

The British Institute of Management and the British National Export Council Committee for Exports to the United States are jointly organizing a one-day 'Action Conference' on February 9, 1967 for businessmen interested in the United States as a market for their products. The theme of the conference will be 'how best to achieve success and maximum profits with exports to the United States'. It will deal with the special marketing and selling techniques appropriate to the market.

The conference will be run essentially as a discussion forum with maximum audience participation. The fullest possible opportunity will be provided for existing and intending British exporters to raise questions and ventilate problems. These will be dealt with by an eminent panel of British and American experts having extensive practical experience of marketing in the United States.

The conference will be opened by HRH The Duke of Edinburgh. The morning sessions will comprise a series of short addresses on different aspects of marketing in the United States by four senior American executives brought over especially for the conference. Mr. J. E. Chadwick, Minister (Commercial) in the British Embassy in Washington, will describe Government services available to exporters. Afternoon sessions will be given over to discussion groups on the market for consumer, consumer durable and industrial products. The conference chairman will be the Right Hon. Viscount Watkinson, Chairman of BNEC – United States.

The conference will take place at the London Hilton. Accommodation is limited to 500 representatives of top management. Early reservation of places is advised: application forms obtainable only from the British Institute of Management, Management House, 80 Fetter Lane, London, E.C.4.

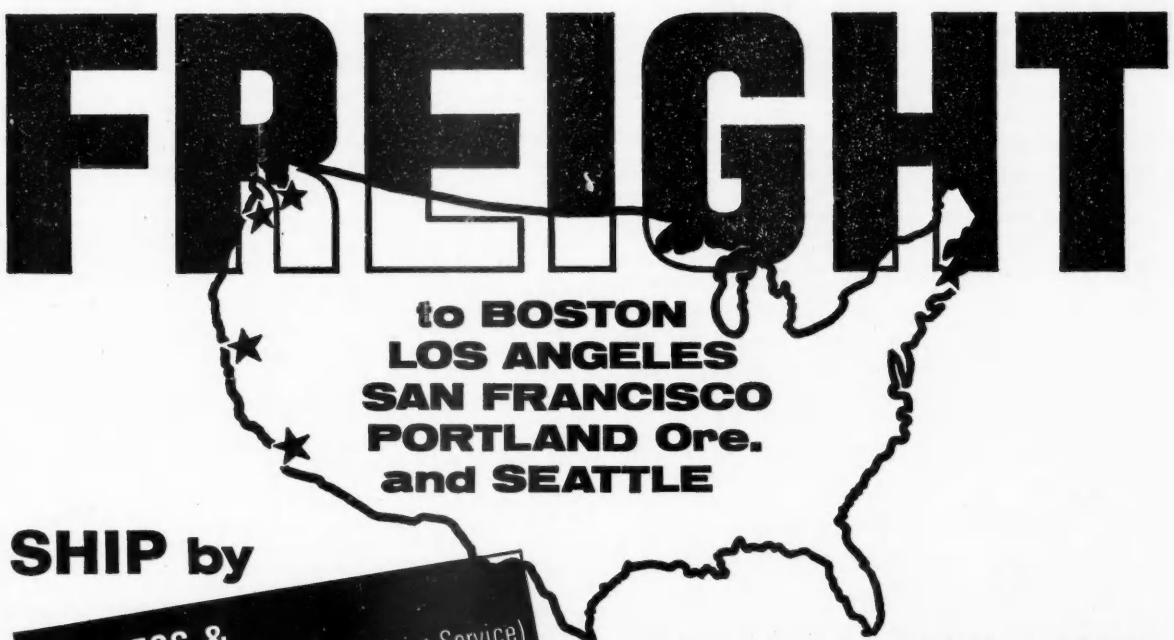
OECD Economic Survey: United States

THE LATEST IN the series of Economic Surveys published by the Organization for Economic Co-operation and Development deals with the United States.

Copies of the survey may be obtained from HMSO, PO Box 569, London, S.E.1, price 5s. 6d.

EXPORT INFORMATION CENTRE

The Export Information Centre of the Board of Trade's Export Services Branch is at 50 Ludgate Hill, London, one minute's walk from St. Paul's. It provides traders with a street-level inquiry point where they can find what services are available for dealing with export problems. The centre is open from 9.30 a.m. to 5.30 p.m.



SHIP by

FURNESS & ROYAL MAIL LINES (Joint Service)

Fast regular services from LONDON, LIVERPOOL, GLASGOW, MANCHESTER and SOUTH WALES.

FURNESS, WITHY & CO. LTD. *and Associated Companies*

Furness House, 56 Leadenhall Street, London, E.C.3 Tel: ROYal 2525

ALSO AT LIVERPOOL, GLASGOW, NEWCASTLE, MIDDLESBROUGH, LEITH AND GRANGEMOUTH

New Year Honours for services to export

THE FOLLOWING awards in the New Year's Honours List were cited in the *London Gazette* 'for services to export':

Honour	Name	Position
K.B.	William Swallow	lately chairman and managing director, Vauxhall Motors, Ltd.
	Edward Hugh Dudley Thompson, M.B.E., T.D.	chairman and chief executive, Allied Breweries, Ltd.
K.B.E.	Alexander Richard Glen, C.B.E., D.S.C.	chairman, Export Council for Europe.
C.B.E.	Ralph Chiles	deputy chairman, Prince-Smith and Stells, Ltd.
	Robert Young Fison	joint managing director, Meredith and Drew, Ltd.
	Edward Basil Green	chairman, Doulton and Company, Ltd.
	James Frederick Holman	chairman and joint managing director, Holman Brothers, Ltd.
	Arthur Leslie Miller	chairman, Wolsey, Ltd.
	Denis Sydney Player	chairman, Newall Machine Tool Company, Ltd.
	Walter Strachan	managing director, Bristol Aerojet, Ltd.
O.B.E.	Harry Muirfield Braid	chairman, John Walker and Sons, Ltd.
	Roderick Hardy Hield	chairman and managing director (joint), Hield Brothers, Ltd.
	Cyril Leonard Hudson	sales manager (London), Simons-Lobnitz, Ltd.
	Ernest Karl Litthauer	export sales director, B.K.L. Alloys, Ltd.
	Walter Phipps Sawtell	director, Invertère Coat Company, Ltd.
	Robert Wilson Todd	director, Export Group for the Constructional Industries.
	Ian Colton Trafford	joint managing director, Industrial & Trade Fairs Holdings, Ltd.
M.B.E.	Horatio Frederick Brown	export sales manager, Bowater-Scott Corporation Ltd.
	Alec Thomas Elvy	secretary, British Fashion Export Group.
	Harry Lister Greenwood	overseas manager, Electro-Chemical Engineering Company, Ltd.
	George Patrick Guyatt	manager, export department, United Yeast Company, Ltd.
	Alan Edward Lilley	sales director, Arthur Holland Confectionery, Ltd.
	Thomas Edwin Griffin Parsons	export manager, The Marley Tile Company, Ltd.
B.E.M.	Miss Rebecca Walker	despatch supervisor, G. T. Culpitt & Son, Ltd.

BOAC board appointments

THE BOARD OF TRADE have reappointed the following members of the Board of the Corporation:

Mr. G. H. C. Lee as a full time member for a period of five years ending in November 1971;

Sir Anthony Milward, Kt. C.B.E. as a part-time member for a period ending in March 1969 coinciding with his present appointment as chairman of B.E.A.; and,

Mr. P.on Smith as a part-time member for a period of three years until January 1970.

Mr. Beverley Shenstone, a distinguished aeronautical engineer, retired from the board of BOAC on December 31. Mr. Shenstone was chief engineer of BEA from 1948 to December 1964 when he became technical director of BOAC and a full-time member of BOAC's board.

1967: FREE TRADE IN EFTA

To mark the establishment on December 30, 1966, of the European Free Trade Association as the world's first completed free trade area, various celebrations have been planned by Government and private organizations. Amongst them is this window exhibition on the theme of EFTA, which is being staged at the Board of Trade's Export Information Centre on Ludgate Hill, London.

The European Free Trade Association (Origin of Goods) (Amendment No. 3) Regulations, 1966

THE EFTA (Origin of Goods) (Amendment No. 3) Regulations published on December 30, 1966 (SI 1966 No. 1587) amend Schedule II of the regulations to provide a new product heading and qualifying process under tariff heading 59.17 for fabrics (other than woven textile felts), made from polyester monofil, of the kind commonly used in paper-making machinery.

The effect of the amendment will enable these fabrics to qualify for EFTA tariff treatment when made in EFTA from polyester monofil (ex 51.02) imported from outside the EFTA area. The Order came into operation on December 31.

Copies can be obtained from HMSO, 49 High Holborn, London, W.C.1. and branches, or by post from HMSO, PO Box 569, London, S.E.1 (price 5d., or 8d. by post).

Telephone call charges in New Year

THE POST OFFICE have issued a reminder that charges for some telephone calls will be altered in the New Year. The main changes are:

Dialled trunk calls will be cheaper in the cheap rate period (6 p.m. to 6 a.m. every night and all day on Sundays). From January 1, 1967, the time bought for 2d. by customers on STD exchanges will be double that bought in the full-rate period instead of one and a half times as at present.

Early in the New Year the 3d. slot on STD (pay-on-answer) coin boxes will be closed. The minimum fee will become 6d., but the time allowed for 6d. on dialled calls will be double that previously allowed for 3d. The charges for dialled trunk calls from these coin boxes will also be reduced in the cheap-rate period, but callers will buy time in sixpennyworths instead of threepennyworths.

Postal rates for overseas parcels

A list of the new postal revised rates for parcels for overseas was given in the *Board of Trade Journal* of December 30, 1966. Details can be obtained from any post office.

President on industrial development in Scotland

ON JANUARY 3 Mr. Douglas Jay, President of the Board of Trade, visited the Board of Trade Office for Scotland in Glasgow with Mr. W. Ross, Secretary of State for Scotland, and discussed various matters relating to distribution of industry, the employment position, advance factory programme progress and the Investment Grants scheme. The President also met Sir Robert Maclean, chairman of the Scottish Industrial Estates Corporation, and heads of Board of Trade regional organizations in Scotland.

At a press conference in Glasgow on January 3 the President gave the following details about developments in Scotland:

During 1965 and 1966 the annual rate of industrial building in Scotland approved by the Board of Trade was 9.6 million square feet, compared with an average annual rate of 5.4 million square feet during the five years 1960-64. In 1966 IDC's were issued for 8.04 million square feet of new factory space in Scotland to employ about 19,000 people.

The total number of factory premises now being built in Scotland for the Scottish Industrial Estates Corporation is 46, totalling 1,250,000 square feet, compared with 35 factories, totalling 800,000 square feet a year ago. Some 3,000 more people are employed than a year ago in factories managed by the Scottish Industrial Estates Corporation, and the total is now 97,000.

Four new programmes of Board of Trade advance factories have been launched since October 1964, of which 34 are in Scotland. Of these, 10 have been completed, 14 are building and nine have already been allocated. Inquiries and applications to the Board of Trade for these factories are very close to last year's figures and have not fallen off generally since the credit squeeze was intensified.

Industrial estates are now being constructed or extended by the Board of Trade and SIEC at Bellshill, Falkirk, Dundee and Cumnock. Investment grants of 45 per cent are payable for the next two years on industrial plant and equipment throughout the new Scottish Development Area, which includes almost the whole of Scotland. The Board of Trade's new investment grant office has been located in Glasgow, is now opened, and will employ over 100.

During 1966 some 28 new firms decided to set up production in Scotland, promising eventual new employment of 8,590, compared with 8,010 expected from similar decisions in 1965, and 6,280 in 1964. The new projects launched in 1966 include Rank Taylor Hobson at Kirkcaldy, which should employ in time a very large labour force; Butler Buildings at Kircaldy; Bourns Inc. at Inverkeithing; Varian Associates at Inverkeithing; W. L. Gore & Associates at Dunfermline; Classic Foundations at Bathgate; Maid-Rite Novelties at Denny; Fabri-Tek at Blantyre; and Willerby & Co. at Aberdeen.

At the same time major expansions are being carried out by Honeywells at Bellshill and Newhouse; Burroughs Machines at Cumbernauld and the Vale of Leven; Polaroid at the Vale of Leven; Telegraph Condenser (of the Plessey Group) at Bathgate; Reed Corrugated Cases at Coatbridge; and Elliott Bros. (London) at Cowdenbeath. These expansions, when complete, should provide over 7,000 more jobs.

In the case of the Rootes motor factories at Linwood the Government is discussing with the firm the best method of ensuring not merely the maintenance of the labour force there, but eventual expansion. It will be the aim of Government policy to see that this is achieved. Full-time working was resumed at BMC Bathgate in early December.

The increase in total unemployment in Scotland between November 1965 and November 1966 was only 30 per cent, whereas in Great Britain as a whole it was about 70 per cent. Scotland has held its own much better in the last 12 months than in previous periods of rising unemployment, and the Government is determined to keep up the present momentum towards more rapid development of new industries in Scotland.

LETTERS TO THE EDITOR

Editorial communications should be addressed to the Editor, Board of Trade Journal, *Room* 127, *Board of Trade,* 1 *Victoria Street, London, S.W.*1 (*Tel. Abbey* 7877, *Ext.* 2653-6), *and not to Her Majesty's Stationery Office.*

New industry for Linlithgow

AN EDINBURGH FIRM of mechanical and general engineers is to establish a new factory in Linlithgow, West Lothian. The company, Paterson & Black (Engineers) Ltd., of Albany Street, Edinburgh, have taken over a former lemonade works in the town. They expect to begin production early in 1967.

'The helpfulness and progressive attitude of the officials we met convinced us that West Lothian was the place to set up our factory,' said Mr. R. D. Paterson, a director of the company. 'Other determining factors included the strategic position of Linlithgow, the excellent train services and the two new motorways to be completed in the near future linking Glasgow and Edinburgh and Edinburgh and Stirling.'

Board of Trade approves expansion by Stirling company

THE BOARD OF TRADE has issued an Industrial Development Certificate for expansions totalling 58,500 sq. ft. by the Cape Insulation Limited of Stirling. The company currently employs about 450 people – predominantly men – and the new developments are expected to increase this to approximately 600. The extensions will provide 28,000 sq. ft. of new manufacturing space, 20,200 sq. ft. for use as a research and development laboratory and 10,300 sq. ft. for use as an engineering workshop.

Official Receivers' Appointments

THE BOARD OF TRADE has announced the following appointments:

Mr. Keith Alexander Miller as official receiver, and Mr. Aubrey George Davonport and Mr. Douglas Raymond Le Merle as assistant official receivers for the Bankruptcy District of the County Court of Doncaster;

Mr. James Tye as official receiver, and Mr. Frank Augustus Lanaway and Mr. Kenneth Littleton as assistant official receivers for the Bankruptcy District of the County Court of Lancaster;

Mr. Ronald William Francis Pagan as official receiver, and Mr. John Frederick Hirst and Mr. Tom Wilks as assistant official receivers for the Bankruptcy District of the County Court of Rhyl;

Mr. James Ernest Friend as official receiver, and Mr. Bernard Coultas Wade as assistant official receiver for the Bankruptcy District of the County Court of Scunthorpe and Brigg.

These changes took effect on January 2, 1967, and are consequential upon bankruptcy jurisdiction being conferred on the County Courts of Doncaster, Lancaster, Rhyl and Scunthorpe and Brigg. Cases arising from these courts will be administered by the official receivers at Sheffield, St. Annes, Liverpool and Hull respectively.

ECGD financial guarantee for North Sea oil rig

THE Export Credits Guarantee Department, on December 30, 1966, signed a financial guarantee covering a loan to assist the purchase by Husky Oil (Alberta) Limited of Canada of an oil rig for use in the North Sea. The mobile oil drilling platform is to be built by John Brown (Clydebank) Limited, and the loan of £1.3 million will be provided by the National Provincial Bank Limited and repaid over a nine-year period.

Prizes for overseas marketing case histories

THE ROYAL Society of Arts, with the help of funds provided by the British Export Trade Research Organization Trust and the Edgar E. Lawley Foundation, is offering prizes of £250 each to British firms for the four best outlines of case histories of overseas marketing relating to their own products. The objects of the scheme are to provide educational establishments with useful and recent practical studies of British overseas marketing projects and exporting firms with up-to-date information of successful marketing abroad.

Full details of the competition may be obtained from the Royal Society of Arts, John Adam Street, Adelphi, London, W.C.2.

Applications for temporary exemption from import duty

THE BOARD OF TRADE are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Board of Trade, 1 Victoria Street, London, S.W.1, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by January 20, 1967.

Tariff heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
29.12	2, 4-Dinitrobenzaldehyde.	As in previous column	December 31, 1967	6938
29.13	Cyclo-octanone	As in previous column	December 31, 1967	6944
29.14	Ethyl chloroacetate.	As in previous column	July 31, 1967	6941
29.23	Orphenadrine.	Orphenadrine base	December 31, 1967	6942
29.25	Tetramethylurea	As in previous column	December 31, 1967	6939
29.35	1 - (4 - Chlorobenzyl) - 2 - methylbenzimidazole hydrochloride.	1 - p - Chlorobenzyl - 2 - methylbenzimidazole	December 31, 1967	6910
29.35	3 - methylbenzothiazolium toluene-4-sulphonate.	N - methyl benzothiazolium-p-toluene sulphonate.	December 31, 1967	6925
29.35	Pyridine 1-oxide	Pyridine N-oxide	December 31, 1967	6940
29.13	4 - Decyloxy - 2 - hydroxybenzophenone.	2 - Hydroxy - 4 - alkoxybenzophenone.	December 31, 1967	6908
29.16	Dimethyl methoxymethylenemalonate.	Dimethyl methoxy methylene malonate.	December 31, 1967	6946
29.35	Citrazinic acid	As in previous column	December 31, 1967	6945
29.14	Vinyl acetate	As in previous column	May 4, 1967	6666

Imports of cigars from the Dollar Area

THE BOARD OF TRADE have announced in Notice to Importers No. 1174, dated January 4, 1967, that the quota for imports of cigars from dollar sources other than Cuba in the calendar year 1967 will be repeated at £50,000 c.i.f. of which not more than £30,000 c.i.f. will be available for hand-made cigars.

Applications for licences from traders who received licences under the corresponding arrangements last year (Notice to Importers No. 1129) should be accompanied by a return of imports in the following form:

'The value of cigars originating in and consigned from the Dollar Area other than Cuba (as defined in paragraph 6 of Notice to Importers No. 1174) which were cleared through Customs by me/us acting on my/our behalf or by a clearing agent on my/our behalf from January 1, 1966, to date was £.....c.i.f.

Firm orders placed for delivery against my/our current licence, but outstanding at this date, total £.....c.i.f.

Signed.....

Date..... Status.....

(Owner, partner, company director or secretary).'

Applications will also be considered from newcomers who can give evidence of an interest in the cigar and tobacco importing trade.

Applications on form ILB/A should reach the Board of Trade, Import Licensing Branch, 1 Victoria Street, London, S.W.1, not later than January 20, 1967. Page 1 should be completed; page 2, only the desired value of the licence need be stated; on page 3 *and copies*, only the applicant's name and address and the description of goods (cigars) should be entered.

All applicants for licences should in addition state in a covering letter the total c.i.f. value required and also how much of their requirement they would wish to use for hand-made cigars.

The Dollar Area, excluding Cuba, comprises: Bolivia, Canada, Colombia, Costa Rica, Dominican Republic, Ecuador, El Salvador, Guatemala, Haiti, Republic of Honduras, Liberia, Mexico, Nicaragua, Panama, Philippines, United States of America, Venezuela.

Imports of rum from the Dollar Area

THE BOARD OF TRADE have announced in Notice to Importers No. 1173, dated January 4, 1967, that the quota for imports of rum from the Dollar Area will be at the unchanged level of £90,000 c.i.f. for the calendar year 1967.

Applications will be considered from accredited agents of overseas suppliers in dollar countries or from other importers who can establish a direct interest in the trade in rum.

Applications on form ILB/A should reach the Board of Trade, Import Licensing Branch, 1 Victoria Street, London, S.W.1, not later than January 20, 1967. Page 1 should be completed; page 2, only the desired value of the licence need be stated; on page 3 *and copies*, the applicant's name and address and the description of goods (rum) should be entered.

Imports of pork from the Dollar Area

THS BOARD OF TRADE have announced in Notice to Importers No. 1175, dated January 4, 1967, that the quota for imports of pork from the Dollar Area in the calendar year 1967 will again be 25,000 tons. Licences will cover 'Pork, chilled, fresh or frozen, falling under heading 02.01(A) of the Customs Tariff' and will be valid until December 31, 1967.

Applications will be considered from traders who held licences under the 1966 arrangements or from others who can establish a direct interest in the trade. Applications on form ILB/A should be sent to the Board of Trade, Import Licensing Branch, 1 Victoria Street, London, S.W.1. Page 1 should be completed; on page 2, only the desired amount of the licence, in tons, need be stated; on page 3 *and copies*, the applicant's name and address and the description of goods (as above) should be entered.

Importers are reminded that the issue of a licence by the Board of Trade does not relieve them from compliance with any other regulations or restrictions to which the goods may be subject, in particular the Animal Health Regulations.

Imports from Poland

THE BOARD OF TRADE have announced in Notice to Importers No. 1172, dated December 31, 1966, that the licensing arrangements for imports from Poland are being continued on broadly the same basis as hitherto for a 12-month period running to December 31, 1967. Some quotas have been increased and there have been certain extensions in the range of goods which may be imported under open individual licences. Full details and the list of quotas appeared in the *Board of Trade Journal* of November 25, 1966, pages 1344 and 1345.

Imports of aluminium from Rumania

THE BOARD OF TRADE have announced that from January 1, 1967, licences will be required for imports of all aluminium, aluminium waste, semi-manufactures and scrap, which originate in or are consigned from Rumania.

Amendment No. 12 to the Open General Import Licence removing these items from the licence will be on sale shortly.

SUBSCRIPTION AND SALES

Readers are reminded that subscription and sales inquiries should be addressed to HMSO at any of the following addresses: 49 *High Holborn, London, W.C.1;* 423 *Oxford St., London, W.1;* 13*A Castle St., Edinburgh 2; Brazennose St., Manchester 2;* 35 *Smallbrook, Ringway, Birmingham 5;* 109 *St. Mary St., Cardiff;* 50 *Fairfax St., Bristol 1;* 80 *Chichester St., Belfast; or through any bookseller.*

Telephone inquiries should be made to Waterloo 6977, Ext. 472.

British hosiery and knitwear mission to Canada

WITH A VIEW to increasing sales in Canada and in anticipation of the British Week which takes place in Toronto on October 12-21, 1967, the British Hosiery and Knitwear Export Group are organizing a Trade Mission to Canada, from January 3 to 12, sponsored by the British National Export Council. These dates have been chosen in order to catch the important buyers before they leave on the traditional mid-January buying trip to Europe.

The mission comprises the representatives of 11 British manufacturers of hosiery and knitwear. Arrangements in connection with the mission have been made through the British Trade Commissioners in Montreal and Toronto and considerable help is being given by the British Canadian Trade Association whose premises at Montreal and Toronto have been put at the disposal of the mission. The leader of the mission is Mr. A. C. Dugard, managing director of Cooper & Roe Ltd., Nottingham, and the secretary is Mr. Edwin Evans, secretary of the British Hosiery and Knitwear Export Group. The BNEC say that one of the best overseas markets for British hosiery and knitwear is Canada where the exports for 1964 and 1965 were slightly in excess of £1·4 million in each year. The largest single category is women's knitted outerwear, which accounts for the £·4 million. Men's socks account for £200,000.

London Chamber mission to Irish Republic

THE LONDON Chamber of Commerce announce that they are to send a working trade mission to the Irish Republic, January 23-26, at the invitation of the Dublin Chamber of Commerce. The mission, which is the first since the implementation of the Anglo-Irish Free Trade Area Agreement, is to be led by Mr. C. I. McCollum of Arthur Guinness Son & Co., chairman of the London Chamber's Irish Section.

The visit is the latest in a series between the London and Dublin Chambers which are intended to stimulate closer contacts between members in order to increase trade in their particular fields. During their stay in Dublin the 22 members of the mission will be engaged in direct business discussions, while the leader of the Group together with members already established in the Irish market will be having discussions with representatives of industrial bodies and government organizations.

At the end of the Dublin programme some members will be going on to see over the new developments at Shannon including the New Town, the industrial Estate where there is important British investment and the Free Airport which is a significant outlet for British consumer goods.

Study of transatlantic furniture market

ON JANUARY 3 four members of the British Furniture Manufacturers' Export Group started a two-week market investigation tour of the United States and Canada to see what can be done about increasing furniture exports to these countries, with particular reference to the Toronto British Week being held from October 12-21, 1967. They will visit Montreal, Toronto, Chicago and New York. It is hoped to follow this market reconnaissance with an intensive selling mission in a few months' time.

British furniture in the medium price range, such as the Jacobean and Regency reproduction styles, has been one of the notable successes of British Weeks held in Europe.

Fact-finding missions to Europe

OVER 1,500 SENIOR members of industrial, commercial and financial concerns all over Britain have been invited to take part in a series of market-reconnaissance missions to nine EEC and EFTA countries in 1967. The aim of the missions, sponsored by the Federal Trust and organized by Independent Trade Missions Ltd, (a firm backed by the Charterhouse Group), will be to enable delegates to make their own on-the-spot assessments of opportunities for exports, after being briefed on the national economy of each country and its current development plans. Each mission will comprise about 30 members, and will last from three to four days. The first will visit Dusseldorf from February 28 to March 3.

OPPORTUNITIES FOR EXPORTERS

Details of inquiries for United Kingdom products by overseas buyers, contracts open for tender, and agents wishing to represent United Kingdom firms, are published each week in the Board of Trade Journal *under the heading 'Information for Exporters'. Fuller information is also provided in the* Export Service Bulletin, *which is published by the Export Services Branch of the Board of Trade.*

'Call Export Intelligence'

THE BOARD OF TRADE'S 'Call Export Intelligence' advertising campaign has recently entered a new phase. As before, the purpose is to publicize the wide variety of Board of Trade services freely available to all exporters, and this is reflected in a new series of advertisements showing examples of the help received by specific firms. Help with planning overseas visits, obtaining overseas contracts, marketing abroad and obtaining agents are highlighted in the current advertisements but the campaign will continue to draw attention to the full range of services.

More and more businessmen are discovering the value of these services. As a direct result of the advertising, over 22,600 inquiries have been made to Export Intelligence offices in London and other parts of the country since the campaign opened in April 1965.

Exporters are invited to call Export Intelligence for:

1. Guidance on individual export problems.
2. Information on the most likely market(s) for product(s) overseas.
3. Introductions to potential agents and buyers.
4. Help with overseas business visits.
5. Status reports on foreign firms.
6. Information on Tariff and Import regulations.
7. Details of overseas contracts for tender.
8. Help and advice on participating in Trade Fairs overseas.
9. Assistance in finding licensees to manufacture a product abroad.
10. Guidance on how to market and advertise a product abroad.
11. Evaluation of product suitability for foreign tastes and customs.
12. Help with overseas publicity (through Central Office of Information).

Telephone numbers:

at HQ, London: City 9633 Telex 25977

BELFAST (Ministry of Commerce) Belfast 28271 Telex 74578
BIRMINGHAM Midland 8221 Telex 33702
BRISTOL 21071 Telex 44214
CARDIFF 65426 Telex 49267
GLASGOW City 2855 Telex 77583
INVERNESS 30867/8
LEEDS 20485 Telex 55472
LONDON (South Eastern Counties) Tate Gallery 4355 Telex 25991
LONDON (Eastern Counties) Tate Gallery 6271 Telex 25991
COCKERMOUTH 3498
MANCHESTER Deansgate 9321 Telex 66104
NEWCASTLE 27575 Telex 53178

GENTRANSCO SERVICES Ltd.

CENTRAL HOUSE,
STRATFORD, LONDON, E.15

Telephone: 01-534 6655
Telex: 261623 & 22771

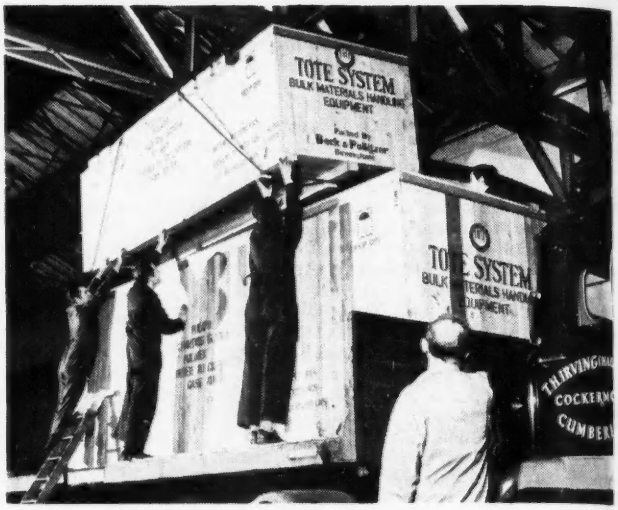
— may we remind you again of our new title and new head office address

If you want rates, information or advice concerning any kind of traffic between the U.K. and the continent of Europe, please telex, telephone, or write to us at the above address –

For the attention of our
Commercial Department.

Our Branch Offices are also at your service at Birmingham, Bradford, Bristol, Hull, Leicester, Liverpool, Manchester. London Airport and Manchester Airport.

— AND WHATEVER YOU DO, PLEASE READ OUR FULL PAGE ADVERTISEMENT IN NEXT WEEK'S ISSUE OF THIS JOURNAL!



Part of a £90,000 materials handling system ready for export to Poland. Tote Systems International, a member of the Impalco Aluminium Group, was awarded the contract by Polimex, the Polish machinery import control. The equipment, comprising 360 Tote bins, 12 Tote tilt units and associated control mechanism, will be used for bulk handling carbon black at the new Osztyn tyre factory.

Industrial Reorganization Corporation

THE DEPARTMENT of Economic Affairs has announced that under the terms of the Industrial Reorganization Corporation Act, which received the Royal Assent on December 22, 1966, the Corporation is now established. It has opened offices at 46 Pall Mall, London, S.W.1. (Tel. 839-7391).

Following the initial announcement in the House of Commons on January 25, 1966, Mr. Michael Stewart, the First Secretary has formally appointed Sir Frank Kearton to be chairman of the Corporation. He has also appointed Mr. Ronald Grierson, Mr. J. P. Berkin, Mr. Bernard Boxall, Mr. Leslie Cannon, Mr. B. R. Cant, Sir Joseph Lockwood, Mr. W. G. McClelland, Sir Frank Schon, Sir Donald Stokes and Sir Charles Wheeler to be members of the Corporation. All these appointments are for a period of two years in the first instance.

Notes:

As stated in the White Paper of January 25 (Cmnd. 2889) the Industrial Reorganization Corporation has been set up to help British industry to adapt its structure and organization so that it can meet international competition more effectively. The Corporation's task will be to search for opportunities to promote rationalization schemes which can yield substantial benefits to the national economy, especially in terms of increased exports and more rapid technological advance. The Corporation will be able to draw up to £150 million from the Exchequer for this purpose.

Mr. Grierson is to be deputy chairman and managing director of the IRC. But under the terms of the Act, it is for the Corporation itself, with the approval of the First Secretary, to make these appointments.

The chairman and members will be eligible for re-appointment at the end of their initial period of office.

Economic trends—December, 1966

THE DECEMBER ISSUE of *Economic Trends*, published by the Central Statistical Office on December 30, 1966 (HMSO, price 7s.) contains, as usual, an article on the United Kingdom Balance of Payments in the third quarter of 1966, and one on the Overseas Sterling Area Balance of Payments in the second quarter. The article on the third quarter Balance of Payments amplifies the summary account and tables published in a Treasury press notice on December 14.

First meeting of EDC for Agriculture

THE Economic Development Committee for Agriculture held its first meeting on December 22, 1966, at the National Economic Development Office. The members were welcomed by Mr. Fred Catherwood, Director General of NEDO.

The EDC decided to carry out a comprehensive study of the manpower situation, and to review the role of the industry with particular reference to import saving.

The Register of Restrictive Trading Agreements, Restrictive Trade Practices Act, 1956

Additions and amendments to the Register

A LIST of additions and amendments made to the alphabetical index to the register between October 1 and December 31, 1966 is given below; the amendments are shown in italics. The index as it stood at July 30, 1957, was published in the *Board of Trade Journal* on August 16, 1957 (pages 371-378), to which subsequent additions and amendments have been published at approximately quarterly intervals – the last on October 7, 1966.

The purpose of the index is to help the public in searching for agreements in the public register itself. The index shows commodities which are the subject of agreements on the register, and the commodities are described exactly as they are in the particulars submitted to the Registrar of the agreements concerned. Where an agreement operates in a particular area, this has been indicated whenever practicable. The symbol 'C' indicates that the agreement in question has been referred to the Restrictive Practices Court and that the Court has made a declaration or order, a copy of which has been entered on the registered file. Symbol 'D' means that an agreement has been determined; 'E' signifies that an agreement has expired or will expire at a given date; and 'F' indicates that an agreement has been varied, whether by the removal of registrable restrictions or otherwise as to its terms or parties, so that it would not have been registrable at all had it taken the varied form at the time of registration. The date following each symbol indicates the month concerned.

'D' and 'F' agreements

The list below, headed 'D' and 'F' agreements, brings up to date at December 31, 1966 the list of agreements determined or varied as described above. Although these agreements already appear in the above-mentioned lists of additions and amendments, they are shown separately under this heading for the benefit of readers. Agreements which were registered as running for a specified period which has now expired, or will expire on a given date (i.e. those marked 'E' in the main list), are not included in the 'D' and 'F' list; in many cases these 'E' agreements are intended to be renewed or re-made in a similar form on expiry.

It should be noted that the inclusion of an agreement about a commodity in the 'D' and 'F' list does not necessarily mean that there are no other restrictive agreements about that commodity. Further, a 'D' or 'F' agreement may sometimes be replaced by a new agreement which will appear in the main list of additions and amendments when it is registered.

Agreements referred to the Restrictive Practices Court

On April 10, 1959, there was published in the *Board of Trade Journal* (page 859) a list of all agreements in respect of which Notices of Reference (constituting formal commencement of proceedings before the Restrictive Practices Court) had been issued, except those which had already been dealt with by the Court. Subsequent additions have been published at quarterly intervals and the list given below headed 'Agreements referred to the Restrictive Practices Court' brings the position up to date at December 31, 1966. Anyone who may be in a position to assist the Court with evidence from his own experience of results of any of these agreements which he thinks affect the public interest, is asked to communicate as early as possible with the Treasury Solicitor's Branch, Office of the Registrar of Restrictive Trading Agreements, Chancery House, Chancery Lane, London, W.C.2. The agreements shown in square brackets have been abandoned after the issue of a Notice of Reference.

Inspection of the Register

The register may be inspected at a fee of 1s. per day, between 10 a.m. and 4.30 p.m. on any weekday except Saturday and certain holidays at any of the following addresses:

Office of the Registrar of Restrictive Trading Agreements,
Chancery House, Chancery Lane, London, W.C.2.
9 Hope Street, Edinburgh 2.
Chichester House, 64 Chichester Street, Belfast.

The indexes to the Register, one as published in the *Board of Trade Journal* and one in which commodities are grouped by classes, may be inspected at these addresses free of charge.

(*Table on next page*)

ECGD LOCAL ADDRESSES

The address of the Export Credits Guarantee Department is 59 *Gresham Street, London, E.C.*2 (*Monarch* 6699). *The department has* 16 *local offices in various parts of the United Kingdom. A list was given on page* 508 *of the* Board of Trade Journal, *November* 25, 1966.

Additions and Amendments to the Register

Registered No. of Agreement	Commodity
	B
2301	Bacon pigs, *add E.4/67.*
2305	Bacon pigs, *add E.4/67.*
3050	Baths, D.9/66.
2943	Beer, minerals, wines and spirits, Slough & District, *add F.5/65.*
429	Beers and spirits, Greenock & district, *add F.5/66.*
1058	Bright steel bars, F.12/65, *add C.7/66.*
1738	Building materials, Bishop Auckland and district, *add F.7/66.*
2590	Building materials, Blackburn and district, *add F.12/66.*
1684	Building materials, Chesterfield, *add F.2/66.*
1649	Building materials, Derby, *add F.4/66.*
1901	Building materials, Diss Harleston and district, *add D.10/64.*
1421	Building materials, Dundee and district, C.3/64, *add D.8/65.*
1423	Building materials, Dundee and district, C.3/64, *add D.11/65.*
1424	Building materials, Dundee and district, *add D.9/65.*
292	Building materials, Gainsborough and district, *add F.11/66.*
1050	Building materials, Liverpool, Birkenhead and Southport, *add D.6/66.*
1665	Building materials, March and district, *add F.10/65.*
2490	Building materials, Market Harborough and district, *add F.10/66.*
2438	Building materials, Matlock, *add F.9/66.*
1732	Building materials, Mid-Derbyshire, *add F.1/66.*
1737	Building materials, Newcastle and Tyne district, *add F.7/66.*
525	Building materials, North Staffordshire, *add F.3/66.*
1489	Building materials, Nottingham and district, *add F.11/65.*
1736	Building materials, N.W. Durham, *add F.7/66.*
949	Building materials, Southport, *add F.5.66.*
1683	Building materials, Sunderland and district, *add F.7/66.*
48	Building materials, Warrington and district, *add F.11/66.*
36	Building materials, York, *add F.6/65.*
	C
3037	Cattle hides, England and Wales, E.6/65.
1055	Confectionery, *delete F.6/62.*
3048	Cricket and hockey balls,
	F
1057	Ferrous bolts and nuts, F.3/66, *add C.7/66.*
2824	Fish, *add E.10/67.*
3023	Fish, *add* Fleetwood.
3026	Fish, *add* North Shields.
3033	Fish, Mallaig and N.W. Scotland.
3051	Fish, Pittenweem, Fife.
	G
2866	Groceries and provisions (trading stamps), *add F.2/65.*
	H
2051	Hardwood flooring, *add F.10/66.*
	M
232	Machinery (hydraulic), *add F.11/66.*
620	Melamine moulding powder, *add D.10/66.*
3052	Milk, Pembroke, D.10/66.
1154	Motor fuel, Kent, *add F.10/66.*
	N
2977	Newspapers (daily), Bournemouth and Poole, *add D.11/66.*
	P
787	Paint, *add F.10/66.*
3049	Pharmaceutical products,
3016	Pistons for motors, *add F.10/66.*
	S
1130	Shell steel, D.4/65, *add C.10/66.*
414	Silver steel, F.8/65, *add C.6/66.*
1243	Steel sheet piling, D.3/62, *add C.10/66.*
	W
3032	Wool shoddy, D.12/66.

HULL

for expanding industries

Is your production capacity stretched to the limit? Then build your new factory at Kingston upon Hull, where seven miles of docks along the north bank of the Humber provide first-class facilities for the import of raw materials and the export of manufactured goods.

Hull stands third among all British ports for total value of inward and outward cargoes handled annually, and its geographical position makes it the country's natural gateway to the growing markets of Europe. Regular sailing schedules include fast roll-on/roll-off services to Rotterdam and Gothenburg.

Hull (population over 300,000) is also a major manufacturing centre in its own right. Many of its industries have been established in the city for generations; others have moved in during recent years—and there is room for more.

Sites and labour for new factories are available, with water and all other essential services in plentiful supply. Road and rail communications are good and the port is the ocean terminal for a 450-mile network of inland waterways.

A university city in the pleasant, open countryside of East Yorkshire, with a full range of educational, technical training, cultural and social amenities, Hull offers splendid opportunities for growing concerns.

For publications and further information write to

The Town Clerk, Guildhall, KINGSTON UPON HULL

ENFIELD COLLEGE OF TECHNOLOGY

QUEENSWAY, ENFIELD, MDX.

Telephone: HOWard 1126

OVERSEAS MARKETING

A residential three-day course, to be held from Tuesday to Thursday, January 31st - February 2nd, 1967

This course is a stimulating appraisal of overseas marketing problems, and is designed for overseas representatives and export management.

Programme:

I. The Marketing Approach Overseas
II. Effective Organisation for Export
III. Promotion of Export Sales

The detailed programme and registration form are available now from A. W. PLATFORD, M.I.Ex., A.Inst.M.S.M., and application should be made as soon as possible.

RESTRICTIVE TRADING AGREEMENTS, *continued*

'D' and 'F' Agreements

Registered No. of Agreement	Commodity	Area	D or F	Date
36	Building materials	York	F	June 1965
48	Building materials	Warrington & district	F	Nov. 1966
232	Machinery (hydraulic)	—	F	Nov. 1966
292	Building materials	Gainsborough & district	F	Nov. 1966
429	Beers and spirits	Greenock & district	F	May 1966
525	Building materials	North Staffordshire	F	Mar. 1966
620	Melamine moulding powder	—	D	Oct. 1966
787	Paint	—	F	Oct. 1966
949	Building materials	Southport	F	May 1966
1050	Building materials	Liverpool, Birkenhead & Southport	D	June 1966
1154	Motor fuel	Kent	F	Oct. 1966
1421	Building materials	Dundee & district	D	Aug. 1965
1423	Building materials	Dundee & district	D	Nov. 1965
1424	Building materials	Dundee & district	D	Sept. 1965
1489	Building materials	Nottingham & district	F	Nov. 1965
1649	Building materials	Derby	F	April 1966
1665	Building materials	March & district	F	Oct. 1965
1683	Building materials	Sunderland & district	F	July 1966
1684	Building materials	Chesterfield	F	Feb. 1966
1732	Building materials	Mid-Derbyshire	F	Jan. 1966
1736	Building materials	N.W. Durham	F	July 1966
1737	Building materials	Newcastle & Tyne district	F	July 1966
1738	Building materials	Bishop Auckland & district	F	July 1966
1901	Building materials	Diss, Harleston & district	D	Oct. 1964
2051	Hardwood flooring	—	F	Oct. 1966
2438	Building materials	Matlock	F	Sept. 1966
2490	Building materials	Market Harborough & district	F	Oct. 1966
2590	Building materials	Blackburn & district	F	Dec. 1966
2866	Groceries & provisions (trading stamps)	—	F	Feb. 1965
2943	Beer, minerals wines & spirits	Slough & district	F	May 1963
2977	Newspapers (daily)	Bournemouth & Poole	D	Nov. 1966
3016	Pistons for motors	—	F	Oct. 1966
3032	Wool shoddy	—	D	Dec. 1966
3050	Baths	—	D	Sept. 1966
3052	Milk	Pembroke	D	Oct. 1966

Agreements referred to the Restrictive Practices Courts

Registered No. of Agreement	Commodity			
1610*	Beer, spirits			

An asterisk placed against the number of an agreement, indicates that proceedings have been initiated in Scotland.

EXPORT INQUIRIES

Most of the detailed information which British traders may need to help them sell their goods overseas can be obtained by contacting the nearest Regional Office of the Board of Trade or the Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757).

It may save you time if your export inquiries are sent in the first place to the Board of Trade rather than to Trade Commissioners or Commercial officers overseas. A list of addresses of Regional Offices of the Board of Trade was given on page 1323 of November 25 issue.

Parliamentary Answers

Below is a selection of Parliamentary answers of interest to trade and industry

MONDAY, DECEMBER 19

Statistical Classification of imports

A member asked when the next regular annual review of the statistical classification for imported goods would take place; and by what means Parliament would be informed of any changes. Mr. George Darling, Minister of State, Board of Trade, said that the 1967 edition of the Statistical Classification for Imported Goods and for Re-exported Goods had been published and a copy had been placed in the House of Commons Library. Changes in headings compared with those in the 1966 edition were indicated by an asterisk. The classification was reviewed each year; the next review would be completed in the course of 1967 for use in recording trade statistics from January 1, 1968.

After-sales servicing

Mr. Douglas Jay, President of the Board of Trade, was asked what he had done in the past two years to improve the quality of after-sales servicing in British export markets. He replied that the improvement of after-sales servicing was a matter for the individual exporter. In advising firms who wished to export, the Board of Trade took every opportunity to stress the importance of this factor. The Department also discussed with industry cases where difficulty had arisen through apparently inadequate servicing.

Behaviour of imports

Asked what study he had made from the trade returns of all those imports which rose sharply when production rose, Mr. George Darling said that regular studies were made of the behaviour of imports in relation to the broadly as described in the article 'Short-term economic forecasting in the United Kingdom', in the August 1964 issue of *Economic Trends*. He had always emphasized that we must expect imports to increase with the growth of the home economy. This was the experience of all modern industrial countries. It underlined the need for increasing exports, signs of our success in which had been appearing in recent figures.

Advanced gas-cooled reactor

Asked what steps he would take to promote the sale in Europe of the advanced gas-cooled reactor and other British nuclear power systems, Mr. George Darling said: 'I am aware of sales prospects in a number of European countries. The Board of Trade and Export Credits Guarantee Department are already in touch with the industry on matters where they can offer help, and they are open to approaches on other points if further assistance is needed.'

Aldergrove Airport

Asked if he would state the volume of goods passing through the civil airport at Aldergrove in County Antrim during the last convenient three-month period and during a similar period one year ago, respectively; and what steps were being taken to enlarge the accommodation for handling freight at this airport, Mr. Roy Mason, Minister of State, Board of Trade, said that goods passing through Aldergrove Airport during the three-month period ending April 30, 1966, that is, before the seamen's strike distorted the figures, and for the corresponding period in 1965, amounted to 4,701 short tons and 2,780 short tons respectively. The freight handling accommodation had been nearly trebled this year and plans were being prepared for a new building for the freight agents. The freight area would be further developed to keep pace with the increase in demand.

Asked whether it was proposed to introduce blind landing equipment at Belfast Airport, Mr. Roy Mason answered: No. Belfast (Aldergrove) Airport is, however, one of a number of airports to be surveyed by my Department to establish whether in terrain and other respects they are suitable for the installation of higher performance instrument landing systems. If this proves possible aircraft will be enabled to land in conditions of poorer visibility and lower cloud base than at present.'

Export of cast iron scrap

Asked if he would extend the open general licence for the export of various grades of scrap metal to include cast iron scrap, Mr. George Darling replied that the Open General Licence dated November 25, 1966, allowed the export to markets other than Rhodesia of most grades of iron and steel scrap, including cast iron scrap.

Import of foreign birds

Asked what controls he placed on the import of foreign birds; what facilities existed at airports for examining consignments of imported birds to ensure freedom from disease; what regulations existed to ensure that birds were properly packed and cared for during flight; and whether he would make a statement, Mr. George Darling said that the Board of Trade imposed no controls. No veterinary examination of imported birds was required at airports, but an Order made under the Diseases of Animals Act, 1950, required certain live domestic fowl and other birds to be accompanied on import by a veterinary certificate. No statutory provisions governed the carriage of birds by air, but the International Air Transport Association was currently studying this international problem.

TUESDAY, DECEMBER 20

British Trade Centre, New York

The President was asked how many people had visited the British Trade Centre in New York each week since it was opened; how many British firms exhibited there; how many display cases had been empty for part or all of the time; and why Mr. Robert Claessens, the director of the centre, resigned. He replied: 'Until December 1 the British Trade Centre in New York was the responsibility of the British American Chamber of Commerce. I understand from them that the average weekly attendance since the opening has been 1,135; that 149 firms have exhibited; and that of 150 display cases 11 were not filled during the first three months and nine during the second. Relations with its employees are a matter for the Chamber.'

WEDNESDAY, DECEMBER 21

EFTA tariffs

The President was asked which industrial goods traded between the European Free Trade Association countries would not enter free after December 31; what was the timetable for the reduction of tariffs on imports into Portugal; and what level of duties would be applied by Finland during 1967.

Mr. Douglas Jay replied, saying that certain textile products, shoes and domestic electrical goods entering Norway, and a few manufactured foodstuffs entering Austria and Switzerland, would continue to be subject to some protective duty. In the case of Norway these remaining protective duties would be eliminated by December 31, 1969; in the case of Austria and Switzerland the arrangements which are to operate from December 31, 1967 are yet to be agreed.

Portugal would eliminate protective duties on some goods from December 31, 1966. On other industrial goods, she would reduce duties on that date to 60 per cent of the basic rates; she would make a further reduction of 10 per cent from January 1, 1970, and under a timetable to be agreed would eliminate the remaining duties by January 1, 1980. From December 31, 1966, Finland would reduce her protective duties on most goods to 10 per cent of the basic rates, and eliminate them from December 31, 1967. For other goods listed in Annex 1 of the Agreement of Association (Cmnd. 1547 as amended) the rates of duty during 1967 would be 30 per cent of the basic rates.

Air freight services

Mr. Roy Mason replied to a questioner who asked the President what plans he had for the expansion of air freight services, and if he would make a statement.

'Subject to licensing, the development of freight services is mainly a matter for the operators,' he said. 'I am glad to say that British air freight services world-wide are developing very rapidly and the new cargo facilities at Heathrow, which are being pushed ahead by the airlines and the Airport Authority, are evidence of this.'

Monopoly report on baby food

The President was asked whether he had received the report of the Monopolies Commission on the supply of infant milk foods; and when it would be available to Parliament.

Mr. Douglas Jay, replying, said that he had received the Monopolies Commission's report on the supply of infant milk foods on December 14. It would be laid before Parliament and published as soon as possible.

Protection of Consumers Bill

A questioner asked the President whether, in view of the need to safeguard consumers' interests in regard to the sale of wines, he would now introduce a Protection of Consumers Bill, including in it provisions to empower his department to impose a code of accurate informative labelling.

Mr. Roy Mason replied, saying that, as had already been said, it was intended to introduce a Protection of Consumers (Trade Descriptions) Bill as soon as possible. He added that the Food and Drugs Act 1955 already provided wide powers to impose requirements as to the labelling of food which includes wine.

New Books

Information on ports is essential to many aspects of planning policy because the United Kingdom is dependent on the flow of trade through its ports for its economic well-being. Until recently port statistics were meagre and scattered, but several important developments have taken place in publications dealing with this subject. There are now three major publications scheduled to appear annually that are devoted entirely to port statistics.

The first, the **Annual Statement of the Trade of the United Kingdom** formerly carried at three yearly intervals a supplement on port statistics to volume IV covering the preceding three years. With the recent publication of information on port statistics, containing adjusted figures for 1963, as volume V of the *Annual Statement of Trade* (254 pages. Price 75s., by post 79s. 6d., from HMSO and Government bookshops) the frequency of these statistics has now become annual. The main table of this compilation is arranged alphabetically by port and gives a commodity breakdown by the Standard Industrial Trade Classification (Revised) of the principal imports and exports indicating value and where available quantities, the latter information given in various weights and measures.

The second publication to appear was the Dock and Harbour Authorities' Association's **Port Statistics for the Foreign Trade of the United Kingdom,** which commenced publication in three parts in 1964 with figures for 1961-2. Parts I and II are now available for 1965 (76 and 243 pages respectively. 20s. each, from the Association at 18 Queen Anne's Gate, London, S.W.1). Part I is arranged by trade groups (SITC (Revised)) and shows the 20 principal ports for both exports and imports indicating value and where available quantities in tons. Part II contains information on selected important commodities showing the principal ports and countries concerned with these commodities indicating value and quantities. Part III contains data for each port by commodity divisions showing volume and value, and the arrangement is by port in geographical order round the coasts of the United Kingdom. This publication in Parts I and II provides an alternative approach to the one presented in the *Annual Statement of Trade*. The first issue of the latest annual publication to appear is the **Digest of Port Statistics 1966,** issued by the National Ports Council. (243 pages. Available from the Council at 17 North Audley Street, London, W.1, or from Her Majesty's Stationery Office, price 30s., plus postage). The statistics refer in the main to 1965. The aim is to provide in one publication the basic statistical information covering the main features of and activities at British ports. There are nine parts to the volume: port organization, capital expenditure, port facilities, labour, goods traffic – commodity analysis, overseas trading areas, and inland origin of exports – passenger traffic, and shipping movements. The major portion of the compilation is devoted to the tables dealing with commodity analysis and overseas trading areas for goods traffic. Information is presented under port showing selected commodities, under commodity showing ports and trading areas, and under port indicating commodities and trading areas. The important feature in these tables is that the figures are given by weight in tons, and unlike the two publications mentioned above no value figures are given at all. The tonnage figures are much more comprehensive than hitherto available and will be of the utmost value to planning departments in port authorities. In the section on commodity analysis the arrangement of commodities is by a classification based on the SITC (Revised). In those tables where the arrangement is by port, the ports are grouped under their standard regions, which should be a useful feature for regional planning exercises. The three publications under notice overlap in their coverage of statistics of foreign trade through the ports but are not strictly comparable because of the different emphases in their approaches.

The remaining sections in the *Digest of Port Statistics* give very good coverage of their subjects but in some cases, e.g. labour earnings and shipping movements, more up to date information can be obtained from more frequently published official publications such as the Ministry of Labour's *Statistics on Incomes, Prices, Employment and Production,* the *Board of Trade Journal,* and the Central Statistical Office's *Monthly Digest of Statistics.*

Another important publication dealing with port statistics has also been published recently. It is **Britain's Foreign Trade:** a summary of the report prepared for the Port of London Authority by Martech Consultants Limited covering Britain's overseas trade. (80 pages. 21s., from the Authority at Trinity Square, London, E.C.3). Although not a serial publication the report presents information previously not available, and used in conjunction with some of the statistical serials mentioned above, contains implications for those concerned with internal freight movement and mode of transport as well as the various port planning authorities. The basis of the study which covers exports and imports during the year 1964 from origin to destination, was a very large sample survey covering over 10,000 exporting and importing establishments. The aim was to obtain quantitative and qualitative information on trade flows. The report covers all imports and exports except iron ore and fuels. The value of this document is that it shows where in Britain exports and imports that flow through the ports started and finished. Exports are studied from point of origin to the World zone of destination; imports from World zone to point of destination in this country. The nature of the traffic by commodity groups and the methods of overland transport within Great Britain are recorded. A summary of this report is included in the *Digest of Port Statistics.*

International Economic Institutions, by M. A. G. van Meerhaeghe. (404 pages, Longmans, 50s.) In an attempt to provide a background of information necessary for the understanding of the activities of the organizations dealt with in this work, the first 85 pages of the text are devoted to a rapid conspectus of appropriate areas of economic theory. Three chapters deal in turn with international trade; the monetary aspects (balance of payments, monetary theory, international liquidity); and international economic policy. In such a short space the treatment is inevitably somewhat sketchy. The remainder of the book follows the more familiar pattern in works of this kind, dealing in turn with the main organizations that fall within its scope. The second part of the book deals with world organizations, successive chapters treating the International Monetary Fund, the International Bank (with the International Finance Corporation and International Development Association), the General Agreement on Tariffs and Trade, and four of the commodity agreements (wheat, sugar, coffee and tin). There is no discussion, however, of the economic work of the United Nations or of the Food and Agriculture Organization or the International Labour Organization. Each chapter follows a uniform pattern: a brief note on the origins of the organization; a more extended account of its objectives, functions and structure; an outline of its activities in the pursuit of these objectives; and a short appraisal. The final part is devoted to the main European organizations: Benelux, the Organization for Economic Co-operation and Development, the European Coal and Steel Community, the Economic Community and the European Free Trade Association. The author is Professor of Economics and International Economic Relations and Institutions at the State University of Ghent, and this book was first published at Leiden in 1964. For the present translation it has been revised throughout, particularly in the useful short bibliographies appended to each chapter.

Lancashire, Cheshire and the Isle of Man, by T. W. Freeman, H. B. Rodgers and R. H. Kinvig. (308 pages. Thomas Nelson & Sons Ltd., 63s.) This is the fourth in the series *Regions in the British Isles,* published under the editorship of W. G. East. North-west England is the most heavily urbanized and industrialized region in Britain. Most of the towns were hurriedly built at the beginning of the industrial revolution, and today they are in great need of modernization. The authors trace the history of the region from the latter part of the 18th century to present day, and identify the various economic, industrial and social problems facing it. There is a separate chapter on the Isle of Man describing its physical structure and historical development from the Viking era. During the last 10 years there has been a considerable industrial growth on the island which is expected to continue. The text is supported throughout by numerous diagrams and photographs.

A Review of Mechanical Engineering Trade Associations. A CBI Staff Report, published with the approval of a working party representative of the industry. (49 pages. Confederation of British Industry, 21 Tothill Street, London, S.W.1, 7s. 6d.) The British Mechanical Engineering Federation undertook this inquiry several years ago, and in 1965 enlisted the assistance of CBI to complete the review and provide an independent judgment. Excluded from the report's purview are those sectors of engineering dealing with electrical engineering, shipbuilding, motor vehicles and aircraft. The report surveys the present trade association structure of the industry in this country, examining its financing, staffing and scope. Comparisons are made with engineering trade associations in Europe and with other industries' trade associations in the United Kingdom. The report records the investigators' impressions of their discussions with industry, and there appears to be almost complete unanimity in the view that there are too many specialist associations. This view is embodied in the conclusions where a reduction is advocated. It is also argued that there is a strong need to create a central body to represent the industry, and this suggestion is recommended to the industry. The report concludes with a chapter devoted to a programme of action and future developments.

Public Relations in World Marketing, by Frank Jefkins. (212 pages. Crosby Lockwood & Son Ltd., 35s.) The author's aim is to demonstrate the efficacy and necessity of skilfully applied public relations policies. To achieve this aim he has marshalled numerous practical examples describing effective public relations in product marketing, and has interwoven these examples into a series of chapters, each dealing with an industry or group of products. The style is highly individualistic and the case book approach shows how successful public relations can be in marketing.

Government surplus sales by auction

MINISTRY OF DEFENCE

1967	Stores	Location	Auctioneers
Jan. 12-13	**Commercial and private vehicles**	**Ordnance Disposals Depot, Bowhouse, Hurlford by Kilmarnock, Ayrshire**	**Dixon & Wallace (Dept. L), Bank Buildings, Graham Square, Glasgow, E.1. Tel. Bridgeton 2447).**

Ex N.F.S. vehicles and pumps, including self-propelled fire pumps by Austin/Leyland, Fordson/Sulzer, Fordson/Tangye and Bedford/Sulzer; ABC 'Matador' tractors and trucks; 'Albion' 10-ton tippers; Ford 'Thames' tractors; Austin 'Champs'; Landrovers; saloons and estate cars; cranes; Mack generator vans (with generators) Model LFSW; Fruehauf 12½-tons trailers; ambulances; trailers (5 cwt. to 20 tons); Scammell diesel trucks and tractors; two self-propelled trucks electrically driven, 4 by 4, 46 ft. long by 9 ft. 6 in. wide, powered by continental 6-cylinder petrol engines.

Jan. 19	**Aircraft and aero engines spares, miscellaneous stores.**	**35 Maintenance Unit, RAF, Heywood, Lancs.**	**Brady & Son (Dept. L), 17 Warren Street, Stockport, Cheshire. (Tel. Stockport 2252).**

NOTE: This will be the last auction sale of stores and equipment to be held at Heywood and will include: hydraulic servicing, air supply, air cooling and electrical servicing trolleys; miscellaneous aircraft spares; hydraulic jacks; aircraft jacks 'Skyhi' 50 tons capacity; compressors; Bidston generators 28 V, 10 kW; miscellaneous cable; electrical equipment and spares; office and household furniture including, metal framed stacking chairs, Windsor chairs, wooden and upholstered armchairs; office tables and chairs, wooden cabinets and bookcases; bedside cabinets, cupboards, typing desks, metal lockers, etc.; oxygen charging trolleys; fire extinguishers; slings, beams and winches; pulley blocks (3 cwt. to 5 tons); Kee Klamp pallets; various metal ladders; wooden carrying cases; miscellaneous workshop equipment; and a large assortment of general stores.

Jan. 24	**Machine tools, industrial equipment, textiles and miscellaneous stores.**	**Northern Command Ordnance Sub Depot, Barlow, Nr. Leeds, Yorks.**	**Bartle & Son (Dept. L), 52 Merrion Street, Leeds 2. (Tel. Leeds 20898).**

Lathes; drilling and grinding machines; shearing, folding and sawing machines; milling machines; presses; compressors; lubricating plant; fork lift truck; electric trucks; electric welders and welding sets; generators; charging sets; industrial tractors; trailers; fire fighting equipment; gravity rollers; lifting equipment; tools; non-ferrous metals; pumps; tyres; telephone sets; compasses; clocks; workshop equipment; MT spares; tool kits; electric cable; textiles, including canvas, tentage, carpets, blankets, mattresses, ground sheets, kit bags, camp equipment; clothing, including battle dress, greatcoats, raincoats, leather jerkins, shirts, vests, drawers, boots and shoes; furniture, including folding chairs and forms, dining chairs, tables, wardrobes and numerous other effects.

Feb. 1	**Commercial and private vehicles, miscellaneous stores.**	**Depots in Northern Ireland**	**Osborne, King & Megran (Dept. L), 14 Montgomery Street, Belfast 1. (Tel. Belfast 20233).**

Saloon and estate cars; Austin 'Champs'; Landrovers; Rover, Morris and Bedford trucks; Humber radio station truck; tractors; Ford machine shop truck; Bedford and Scammell trailers; BSA motor cycles 500 cc; miscellenous stores.

Catalogues of the above sales may be obtained from the relevant auctioneers 14 days prior to the date of sale, price 1s. 0d. (postal order only).

SALES BY TENDER

PLATING PLANT

Chromium plating plant suitable for plating tubes up to 6 in. bore by 25 ft. long, with 6,600 V and 440 V switchboards; two 750 kVA transformers; three rectifiers with infinitely variable control to give up to 8,000 amps at 16 V; two heavy current DC switchboards; anode plating equipment; degreasing plant; storage tanks; water cooling equipment; circulating pumps and other ancillary equipment; one 120-ton hydraulically controlled crane and two 5-ton cranes with special fine lowering control for lifts of 30 ft. overall length. Located at Royal Ordnance Factory, Woolwich, S.E.18. Applications for Tender Forms to the Factory Director. Permission to view on presentation of Tender Form only. Tenders to be returned by 10 a.m. January 28, 1967.

MACHINE TOOLS

Single spindle drills; radius grinder; surface grinder; surface, universal, centreless and tool and cutter grinders; gear generator; turret, capstan, surfacing and boring and centre lathes; presses; steam and drop hammers; ram stamps; sawing, thread grinding and die sinking machines, etc. Located at Royal Ordnance Factory, Woolwich, S.E.18. Applications for Tender Forms to Ministry of Defence (AD), Sales 4 b ii (A), Room 420, First Avenue House, High Holborn, London, W.C.1. Permission to view on presentation of Tender Form only. Tenders to be returned by 10 a.m. January 31, 1967.

25,000 sq. ft.

of high-security, covered

STORAGE SPACE

available at Manchester Airport. Good road access.

Write to Aviation Manager

MANCHESTER AIRPORT AGENCIES

76 DEANSGATE, MANCHESTER, 3

HOW TO BUILD UP MAILING LISTS OF OVERSEAS BUYERS

Lists of potential importers of certain British products in overseas countries are available to exporters from the Export Services Branch of the Board of Trade.

These lists, which are mainly of a non-technical nature, enable exporters to mail details of their products or new lines to potential buyers in all parts of the world at appropriate intervals.

Many firms have found that direct mail of this kind, limited to brief concrete details in the language of the country concerned, can become a valuable supplement to the efforts of the salesman overseas.

Inquiries for these lists of overseas importers, giving the type of goods involved and the countries to be covered, should be made to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757. Ext. 245) (Telex 25977).

• Exporters please note
• Importers please note

We are the gap-bridgers

We bridge-

The International Gap–
by introducing buyers and sellers and suggesting suitable agents throughout the world.

The Knowledge Gap–
providing expert information on Markets and Market conditions, the status of prospective buyers and sellers, exchange control, import and export regulations.

The Time Gap–
providing short term finance for foreign trade. Arranging 'forward' exchange contracts to guard against loss to buyer or seller through fluctuations in exchange rates.

The Foreign Currency Gap–
arranging payments in any currency.

The Technical Gap–
we can advise you on ways to obtain or make payment on shipping, insurance and the other technicalities of international trade.

Whatever the Gap–
we can bridge it through our wide network of branches in **India · Pakistan · Ceylon · Aden · Somalia · Kenya · Uganda · Tanzania · Zambia · Rhodesia,** our associates in **Ethiopia** and correspondents throughout the world.

NATIONAL AND GRINDLAYS BANK LIMITED

Head Office: 26 Bishopsgate, London, EC2

Associated Banks and Companies

Wm. Brandt's Sons & Co. Limited.
Exporters' Refinance Corporation Ltd.
National and Grindlays Finance and Development Corporation Limited.
Addis Ababa Bank S.C., Addis Ababa, Ethiopia.
The National Bank of Dubai Limited, Dubai. Arabian Gulf.

Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where otherwise shown

	GROSS DOMESTIC PRODUCT (expenditure estimates)	INDEX OF INDUSTRIAL PRODUCTION	CONSUMERS' INCOME AND EXPENDITURE				FIXED CAPITAL EXPENDITURE					CHANGES IN STOCKS			
			Personal disposable income	Total consumers' expenditure		Retail sales	Total	Selected components				Total	Selected components		
								Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1958 prices		at current prices		at 1958 prices	at 1961 prices	at 1958 prices					at 1958 prices			
Base of index	1958	1958	1958	1958	1958	1961	1958	1958	1958	1958	1958	series shown in £ million			
Value in base year, £m.	20,091	—	16,073	15,365	15,365	9,140	3,485	922	688	587	1,212				
1961	113	114	122	116	111	100	130	130	138	139	122	+326	+224	+36	+29
1962	114	115	127	123	114	100	129	119	134	143	125	+ 77	+ 22	+22	+14
1963	118	119	135	130	119	103	131	104	144	146	131	+216	+113	+29	+55
1964	125	128	145	139	123	106	153	117	170	186	150	+562	+335	+72	+47
1965	128	132	154	148	126	108	159	127	168	190	156	+346	+202	+19	+57
1965															
1st quarter	128	132	152	146	127	108	160	131	168	193	157	+ 52	+ 29	—10	+12
2nd quarter	127	131	153	145	124	107	158	122	172	187	157	+ 96	+ 80	— 5	+ 7
3rd quarter	128	132	155	149	125	108	157	128	160	190	153	+129	+ 75	+21	+20
4th quarter	129	133	157	151	126	109	160	128	170	190	155	+ 69	+ 18	+13	+18
1966															
1st quarter	130	134	164	156	130	110	158	130	165	182	153	+ 65	+ 42	N/C	+17
2nd quarter	129	133	161	156	129	110	160	124	166	182	161	+ 57	— 10	—15	+28
3rd quarter		134				109		131*	152*				+100*	+20*	—16
1966															
May		133				111									
June		132				109									
July		135				110									
August		135				109									
September		132				108									
October		131*				108									

	ORDERS		PRICES AND COSTS					LABOUR						
	Engineering industries: orders on hand	Textiles and clothing industries: orders on hand†	Index of retail prices		Wholesale price index: non-food manufacturing industry:		Hourly wage rates: all industries and workers†	Wholly unemployed excluding school leavers	Unfilled vacancies for adults	Civil employment	IMPORTS	EXPORTS	BALANCE OF PAYMENTS: current balance
			Index†	% change on year earlier	Basic materials and fuel used†	Manufactured products: home sales†		Mid-month or monthly average		Quarter or quarterly average	at current prices		
	at 1958 prices												
Base of index	Dec. 1958	Apr. 1959	Jan. 17, 1956 (Derived series from January 1963)		1954	1954	Jan. 31, 1956	Series shown in thousands			1958	1958	series shown in £ million
Value in base year, £m.	..	..	—		—	—	—				3,836	3,250	
1961	122	104	114·5	+3·4	104·4	119·1	130·3	305	213	24,072	119	117	— 5
1962	117	100	119·3	+4·2	103·0	120·6	136·3	422	149	24,208	121	120	+101
1963	136	117	121·7	+2·0	104·5	121·4	141·3	500	144	24,267	130	130	+107
1964	162	124	125·7	+3·3	108·6	124·7	148·5	361	221	24,606	148	136	—393
1965	165	121	131·8	+4·9	110·6	129·5	157·9	309	265	24,837	150	145	—104
1966								325*	255				
1965													
1st quarter	167	121	128·8	+4·5	109·7	128·3	153·8	306	253	24,742	143	141	— 6
2nd quarter	166	127	132·0	+5·2	111·0	129·1	156·2	304	274	24,800	152	141	— 67
3rd quarter	165	117	132·6	+4·8	110·5	129·9	159·9	321	265	24,837	153	147	— 41
4th quarter	165	121	133·5	+4·6	111·5	130·5	161·9	305	269	24,967	153	151	+ 10
1966													
1st quarter	164	122	134·4	+4·3	113·7	131·4	165·9	279	279	24,919	159	153	— 37
2nd quarter	161	127	137·0	+3·8	116·8	133·1	168·1	282	282		155	145	—107
3rd quarter	159	109*	137·5	+3·7	114·6	133·8	169·8	322	253		161	157	— 58
4th quarter								417*	206				
1966													
May	162	127	137·2	+3·9	117·1	133·1	167·8	277	284		163	155	
June	161	127	137·6	+3·9	117·0	133·4	168·7	290	275		146	127	
July	160	122*	137·0	+3·5	116·7	133·8	169·7	305	268		165	151	
August	160	115*	137·8	+3·8	114·2	133·8	169·8	318	255		164	163	
September	159*	109*	137·6	+3·6	112·8	133·8	169·8	344	235		154	159	
October	157*	105*	137·9	+3·8	113·1*	133·6*	169·8	377	217		150	163	
November			138·8	+4·0	113·0*	133·7*	169·8	424	201		137	169	
December								449*	200				

* Provisional. † Not seasonally adjusted.

Overseas transactions– films and television material

THE UNITED KINGDOM balance of payments benefited by some £6 million in 1965 from the film industry's overseas transactions in respect of production and exhibition, and by nearly £200,000 from the overseas transactions of the BBC and the independent television contracting companies. Of the film industry's transactions, with North America, the largest debit and credit items, the debit in respect of film rentals, etc. and the credit in respect of film production, etc. were equal at £16.2 million. However, when account is taken of credits from North America for performances of British films, and of debits to North America by British companies for production, etc., the overall effect of the North American transactions on the balance of payments was a credit of £2.5 million. Transactions with the rest of the world resulted in a net credit of £3.9 million to the United Kingdom balance of payments. The overseas transactions handled by the United Kingdom subsidiaries of the main United States producing and distributing companies accounted for a predominant part of both debit and credits. The United Kingdom balance of payments benefited by over £2 million from the overseas transactions of these subsidiaries of United States firms.

These are the main findings of a statistical inquiry by the Board of Trade into overseas debits and credits in respect of the production and exhibition of cinematograph films and television material in 1965. The main purpose of the inquiry was to provide statistics for balance of payments purposes. Separate forms of inquiry were addressed on the one hand to film producers and distributors and on the other to the BBC and the independent television companies.

Cinematograph film producers and distributors

The register for this section of the inquiry was compiled from a number of sources, including the register from previous inquiries, the *Kinematograph and Television Year Book*, a list of producers and distributors who registered British films with the Board of Trade in 1965 and the Board of Trade list of licensed renters. Completion of the inquiry forms was obligatory under Section 1 of the Statistics of Trade Act 1947 and replies were received from all the 260 firms to whom forms were sent. Of the firms approached, 107 had no overseas transactions to report. Some 15 per cent of total debits overseas in 1965 and some 28 per cent of total credits was accounted for by firms, including some fairly new firms, who had not participated in earlier annual inquiries.

In order to overcome the discontinuity arising from changes in the register, the figures given in this article for years prior to 1965 have been adjusted to include an allowance for these new respondents. Though the correspondence between the totals for 1965 and for earlier years has been made as close as possible, it is not exact; in particular the figures for earlier years excluded those transactions by United Kingdom film companies which were restricted solely to television programmes. Supplementary inquiries suggest that the amounts involved are unlikely to be significant – in general, as far as debits for foreign television material is concerned, the United Kingdom television authorities deal direct with the overseas parent companies rather than with their subsidiaries in this country. As far as credits are concerned, it is estimated that of the £10 million credited in 1965 by United Kingdom film companies in respect of overseas performances, less than £½ million related to rights restricted solely to television. Some changes were made in 1965 in the detailed questions, which are indicated in the footnotes to the appropriate tables, but firms' total debits and credits should have been returned on the same basis as for earlier years.

There were significant increases in both debits to and credits from overseas in 1965 (Table 1). The £8·5 million increase in debits reflects in the main increased United Kingdom business on the part of some reporting firms, particularly the larger American producers and distributors of films. This increase owes much to a limited number of particularly successful films, for example, 'Sound of Music', 'My Fair Lady', 'Mary Poppins' and the James Bond and Beatles' films, some of which had very long runs at above average prices. The increase in debits cannot be attributed to any general increase in admissions – total admissions to cinemas in Great Britain were less in 1965 than in 1964 and the increase in total gross box office takings amounted to only about £4 million.*

The £7·2 million increase in amounts credited from overseas between 1964 and 1965 (Table 1) reflects both increased credits for production finance and increased credits from film exhibition overseas. To some extent the increase in overseas finance for production may reflect the effect of the restraints imposed in 1965 on borrowing in the United Kingdom by foreign controlled companies, and it is possible that the increase in the recorded figures for production finance from overseas may reflect changes in the method of financing as well as an increase in foreign financed production in the United Kingdom.

In general, distribution rights in films financed by foreign concerns become the property of the foreign company. If this were not so, less foreign finance would be forthcoming. The information in this article about credits from overseas exhibition relates, however, only to receipts by companies registered in the United Kingdom. Nothing is known of the overseas earnings of British registered films, the rights of which are foreign owned, though any earnings channelled through the United Kingdom subsidiaries of the foreign concerns would be included but not distinguished in their returns. Other overseas earnings of these films do not affect the balance of payments of the United Kingdom, but only of other countries. The American financing of film production in the United Kingdom can thus benefit the balance of payments of both the United States and the United Kingdom.

Table 1. Overseas transactions in respect of cinematograph films, 1961-65

£ million

	1961	1962	1963	1964	1965 (a)
Debits:					
Overseas Sterling Area	—	—	0·1	0·1	0·6
Western Europe	0·3	0·5	1·5	1·0	3·4
North America	11·8	10·8	9·9	11·4	17·0
Latin America	—	—	—	—	—
Other Non-Sterling Countries	—	—	0·2	0·1	0·1
Total	12·2	11·3	11·7	12·7	21·2
Credits:					
Overseas Sterling Area	1·6	1·4	1·9	2·7	2·6
Western Europe	1·7	2·1	2·5	4·2	4·5
North America	12·2	11·9	11·3	12·1	19·5
Latin America	1·0	0·7	0·9	1·3	0·9
Other Non-Sterling Countries					
Total	16·5	16·2	16·5	20·3	27·5

See Notes below Table 4.

Table 2 summarizes transactions in 1965, distinguishing between transactions by the United Kingdom subsidiaries of United States film companies and transactions by other, principally British, firms. The subsidiaries of the American companies produced a surplus of £2.2 million; the two main components production finance provided through them from overseas and overseas payments made through them in respect of exhibition of film material, were almost exactly in balance. The much smaller direct transactions with overseas of the British companies benefited the balance of payments by £4.1 million.

Table 2. Summary of overseas transactions in respect of cinematograph films, 1965 (a)

£ million

	All firms	United Kingdom subsidiaries of the major United States film companies	Other firms
Debits in respect of:			
(i) Performances in cinemas or on television	16·7	14·8	1·9
(ii) Production of films, etc.	4·5	2·3	2·2
Total payable	21·2	17·1	4·1
Credits in respect of:			
(i) Performances in cinemas or on television	10·0	4·4	5·6
(ii) Production of films, etc.	17·4	14·9	2·5
Total receivable	27·5	19·3	8·2

See Notes below Table 4.

Table 3 analyses debits and credits in 1964 and 1965 by broad geographical area. There was some difference in the wording of the questions about credits for performances and for production between 1964 and 1965 (see footnotes to the table) and caution

* *Board of Trade Journal*, September 9, 1966, page 942.

Table 3. Overseas transactions in respect of cinematograph film, analysis by area, 1964 and 1965

£ million

	1964						1965 (a)					
	Total	Overseas Sterling Area	Western Europe	North America	Latin America	Other Non-Sterling Countries	Total	Overseas Sterling Area	Western Europe	North America	Latin America	Other Non-Sterling Countries
Total debits	12·7	0·1	1·0	11·4	—	0·1	21·2	0·6	3·4	17·0	—	0·1
Of which:												
(i) Performance in cinemas or on television	..	..	..	..	..	..	16·7	0·1	0·4	16·2	—	—
(ii) Production of films, etc.	..	..	..	..	..	..	4·5	0·5	3·0	0·9	—	0·1
Total credits	20·3	2·7	4·2	12·1	0·6	0·7	27·5	2·6	4·5	19·5	0·3	0·6
Of which:												
(i) Performances in cinemas or on television(b)	7·5	2·2	2·3	2·2	0·2	0·5	10·0	2·1	4·0	3·3	0·3	0·4
(ii) Production of films, etc. (c)	12·8	0·5	1·8	9·8	0·4	0·2	17·4	0·6	0·5	16·2	—	0·2

See Notes below Table 4.

should be exercised in making direct comparison under the separate headings. Any discontinuity between 1964 and 1965 in the totals of the two items is thought to be slight. Apart from large increases in both debits and credits with North America, there was a sharp increase, from £1 million to over £3 million in sums payable to Western Europe, mostly in connection with film production. Table 4 which sets out similar information for the United Kingdom subsidiaries of the major American film companies, is subject to the same reservations about comparability between the two years.

Debits and credits in 1965 are analysed in Tables 5(a) and (b) by the size of responding companies' transactions. There is a high degree of concentration; films with transactions amounting to more than £¼ million accounting for nearly 93 per cent of total credits and 95 per cent of total debits. Where separate returns were received for different sections of the same enterprise, they were aggregated for the purposes of these analyses.

Table 4. Overseas transactions of United Kingdom subsidiaries of the major United States film companies, analysis by area, 1964 and 1965

£ million

	1964				1965 (a)			
	Total	Western Europe	North America	Other	Total	Western Europe	North America	Other
Debits:								
(i) Performances in cinemas or on television	9·9	..	9·3	..	14·8	—	14·8	—
(ii) Production of films, etc.					2·3	1·8	..	..
Credits:								
(i) Performances in cinemas or on television (b)	1·6	0·8	..	..	4·4	2·7	1·7	
(ii) Production of films, etc. (c)	10·3	1·0	8·9	0·4	14·9	—	14·9	—

Footnotes to tables 1-4

(a) Includes transactions by film companies in respect of rights restricted to television. Excludes transactions of the BBC and the independent television contracting companies.
(b) For 1964 includes only sums received or receivable from overseas in respect of British films for which the overseas rights were held by a United Kingdom company.
(c) For 1964 includes all sums received or receivable other than those described at footnote (b) above.

Table 5 (a). Size distribution of debits, 1965

Size range of reported debit	Number of companies	Total debits
		£ m.
Over £250,000	11	20·0
£25,000-£250,000	9	0·9
Less than £25,000	50	0·3
All sizes	70	21·2

Table 5 (b). Size distribution of credits, 1965

Size range of reported credit	Number of companies	Total credits
		£ m.
Over £250,000	13	25·9
£25,000-£250,000	18	1·3
Less than £25,000	66	0·3
All sizes	97	27·5

Television material

Returns completed by the BBC and independent television programme contractors show a credit to the United Kingdom balance of payments for the first time since figures have been collected.

(*Continued on next page*)

Retail sales in N. Ireland

STATISTICS PREPARED by the Ministry of Commerce show that the total value of retail sales in October, 1966 was 1 per cent higher than the previous year, compared with a decrease of 2 per cent in September, 1966 and no change in August, 1966.

Food shops showed an increase of 2 per cent on a year earlier, while clothing and footwear shops and household goods shops showed decreases of 5 per cent and 6 per cent respectively on the previous year.

Index numbers of value of sales per week (1961 = 100) and percentage changes compared with a year earlier.

	All kinds of business		Food shops		Clothing and footwear shops		Household goods shops		Other shops	
		%		%		%		%		%
1963 Year	107	+ 4	110	+ 4	106	+ 6	107	+ 2	102	+ 2
1964 Year	114	+ 6	117	+ 7	109	+ 3	112	+ 5	111	+ 8
1965 Year	121	+ 6	125	+ 6	116	+ 6	120	+ 6	119	+ 7
1965 4th quarter	136	+ 7	131	+ 7	142	+ 7	133	+ 6	140	+ 6
1966 1st quarter	116	+ 5	129	+ 5	102	+ 1	110	+ 1	108	+ 3
2nd quarter	124	+ 7	131	+ 8	116	+ 4	113	— 2	123	+11
3rd quarter	119	— 1	124	+ 1	118	— 3	114	— 6	120	Nil
1965 October	120	+ 5	123	+ 7	118	+ 1	123	+ 7	117	+ 4
November	130	+ 7	127	+ 5	144	+11	143	+ 7	120	+ 6
December	158	+ 8	144	+ 8	167	+ 9	133	+ 5	187	+ 9
1966 January	112	+ 5	121	+ 5		+ 9	116	+ 5	109	+ 5
February	118	+ 1	132	+ 3	102	+ 1	119	— 6	104	Nil
March	119	+ 8	135	+ 9	107	+ 6	94	+ 2	111	+10
April	121	+12	130	+14	01	+ 2	108	Nil	126	+20
May	132	+ 7	137	+10	28	+ 1	123	— 4	129	+13
June	120	+ 2	127	+ 1	118	+ 8	109	— 1	113	Nil
July	115	— 1	118	Nil	103	— 1	114	— 5	121	— 1
August	122	Nil	125	+ 2	116	+ 1	112	—11	124	+ 1
September	120	— 2	130	+ 1	108	—10	117	— 1	115	Nil
October	122	+ 1	125	+ 2	112	— 5	115	— 6	125	+ 7

Further details may be had on application to Ministry of Commerce, Index and Retail Sales, Room 89A Chichester House, Chichester Street, Belfast 1. (Tel. Belfast 28271, Ext. 42).

CATALOGUES OF GOVERNMENT PUBLICATIONS

Her Majesty's Stationery Office offer their customers a comprehensive catalogue service which will enable them to judge whether any other titles in the vast output of Government Publications would help them in their work of leisure. Full information about this service can be obtained by sending a postcard to Publicity Section, Her Majesty's Stationery Office, Room D.74, Atlantic House, Holborn Viaduct, London, E.C.1, asking for the CATALOGUE SERVICE LEAFLET.

OVERSEAS TRANSACTIONS, *continued*

Their overseas earnings have been rising rapidly, from £1·6 million in 1963 to £2·0 million in 1964 and £3·3 million in 1965. Credits from North America show a still steeper rise between 1964 and 1965, when the figures were £0·4 million and £1·2 million respectively; the comparable figure for 1963 was £0·6 million.

In 1965 debits in respect of performances and production of television and broadcasting material increased from £2·2 million in 1963 to £3·3 million in 1964, but dropped to £3·1 million in 1965. Payments to North America amounted to £1·4 million in 1963, £2·4 million in 1964 and £2·4 million in 1965.

Table 6. Overseas transactions of the BBC and ITA programme contractors, 1963 to 1965 (a)

	1963 Total	1964 Total	1965			
			Total	Western Europe	North America	Other Areas
Debits . .	2·2	3·3	3·1	0·5	2·5	0·1
Credits . .	1·6	2·0	3·3	0·7	1·2	1·4

(a) Includes transactions in respect of BBC sound broadcasting.

NOTES AND DEFINITIONS

Cinematograph industry inquiry

The statistics cover the value of transactions between the United Kingdom and overseas territories in respect of production, sales of rights and rentals of films of any width, and recordings on tape or other media, including overseas transactions on behalf of another producer, distributor or agent in the United Kingdom. There is therefore some overlap between these statistics and those for imports and exports of exposed cinematograph film of 16 mm and over in width in the Overseas Trade Accounts. The import and export figures, £2·6 million and £5·7 million respectively, however, include a number of items not covered by the inquiry; for example, film flown in from units on location abroad, for processing and immediate return to the unit overseas, and film imported and prints exported after processing by specialist film processing laboratories to the order of overseas customers. It is not possible to give any reliable indication of the extent of the overlap but it seems likely to be of the order of half the export figures in the Overseas Trade Accounts and a rather higher proportion of the import figures.

The statistics do not cover all the film companies' overseas transactions which affect the United Kingdom balance of payments, since they do not include profits or capital transactions (except in connection with the provision of production finance).

Transactions relating to the Army Kinema Corporation are excluded throughout.

Respondents were asked to return amounts against the geographical areas to which they were payable or from which they were receivable irrespective of where they might first have been earned.

Transactions with overseas branches and with companies registered abroad were included, as were debits to and credits from non-resident accounts.

Credits for production in the United Kingdom comprise amounts remitted from overseas or put up from amounts held in the United Kingdom on behalf of overseas residents, and sums applied to the repayment of loans raised in the United Kingdom. Amounts for film production, including work on location abroad, remitted from the United Kingdom or put up from amounts held overseas on behalf of United Kingdom residents, were included as debits.

General

The tables give the information in as much detail as is practicable without disclosing the affairs of individual businesses.

Returns for accounting years were accepted from firms which could not provide information for calendar years.

In the tables:

– means nil or negligible, i.e. less than half the final digit shown.

. . means 'not available'.

Registrations of British and foreign films

The following are details of films registered by the Board of Trade under the Films Acts 1960 and 1964 during the week ended Friday, December 30, 1966.
Where the title appears in italics the film forms part of a series. Br/E indicates that the film is a British quota film.

Title of Film	Registered No.	Playing Time Minutes	Date of Registration	Registered in the name of	Maker's name
			BRITISH		
Pathe Pictorial Series 625/637:					
Pathe Pictorial No. 628	Br/E 31982	8	December 28	Warner-Pathe Distributors Ltd. . . .	Associated British-Pathe Ltd.
Pathe Pictorial No. 629	Br/E 31983	9	December 28	" " . . .	" "
Pathe Pictorial No. 630	Br/E 31984	8	December 28	" " . . .	" "
Perth	Br/E 31986	20	December 29	Data Film Distributors Ltd. . . .	Commonwealth Film Unit, Australia.
Movietone News 1959	Br/E 31381	8	December 30	Twentieth Century-Fox Film Co. Ltd. . .	British Movietonews Ltd.
Movietone News 1959A	Br/E 31382	8	December 30	" " . . .	" "
Pathe News 66-103	Br/E 31450	8	December 30	Warner-Pathe Distributors Ltd. . . .	Associated British-Pathe Ltd.
Pathe News 66-104	Br/E 31451	9	December 30	" " . . .	" "
			FOREIGN		
The Swinger	F 31985	81	December 29	Paramount Film Service Ltd. . . .	Paramount Pictures Corp.

AMENDMENT

The playing time of the film 'Teenage Command Performance' (F 30229) registered on March 31, 1965, the title of which was changed to 'Gather No Moss', has been amended to 90 minutes.

British film fund agency

THE BRITISH FILM FUND AGENCY has published the following information for the seven weeks ended November 26, 1966:

Distributors' earnings submitted.

High cost films		£386,692
Low cost films:		
Eligible (after multiplying by 2½) . .	£47,363	
Not eligible for 2½ times rental . .	£5,483	
		£439,538
Films of less than 3,000 ft. (after multiplying by 2½)		£76,599
		£516,137

Levy collections paid to Agency by HM Customs and Excise to December 12, 1966, together with an estimate of collections approximately covering entertainments for the seven weeks ended November 26, 1966 . . . . £584,000

The first interim allocation for the tenth distribution period will be at the rate of 51 per cent.

Overdrafts of the nationalized industries

THE TREASURY has announced that the total bank overdrafts of the nationalized industries at December 14, 1966, amounted to £79.9 million of which £67.2 million was from the Clearing Banks and £12.7 million from the Scottish banks.

Orders, deliveries, production and exports in the engineering industries in October

THE MINISTRY of Technology reports that the later and more complete information now available shows that the rise in the level of output of the mechanical and electrical engineering industries between the second and third quarters of 1966 (which is now put at 3 per cent compared with the earlier estimate of 2 per cent) was concentrated in the mechanical engineering sector, electrical engineering output being unchanged. Taking account of the first estimates for October, which indicate a recovery from the low figure recorded for September, production in the three months ending October was 1 per cent higher than in the previous three months.

In the wider group of engineering industries which includes some vehicles in addition to mechanical and electrical engineering, the more complete information available on a quarterly basis shows that order books were falling more slowly up to September than had been suggested by the earlier provisional figures. The first estimates for October indicate that the decline in orders on hand continued during the month for both home and export markets. The earlier figures of the volume of deliveries and new orders in the third quarter have been revised upwards on the basis of the full information now available, resulting in a particularly high rate of export deliveries. The first October estimate indicates that the level of total deliveries during the month was sustained by the very high rate of export deliveries. Taking account of the provisional October figures new export orders are estimated to have risen by about 7 per cent and new home orders to have fallen by the same amount in the three months ending October compared with the previous three months, resulting in a small overall fall.

More detailed statistics of the value of deliveries of certain mechanical and electrical engineering products for the third quarter of 1966 are shown in Table 4. In the mechanical engineering sector deliveries of most categories were higher than in the third quarter of 1965, the most marked increases being recorded by metal-working machine tools and welding machinery, industrial engines,

Table 1: Engineering and electrical goods (S.I.C. Order VI)
Index numbers of the volume of production, orders on hand and exports

	Production seasonally adjusted			Orders on hand (end of period) (3) seasonally adjusted			Exports (4)
	Total	Mechanical engineering (1)	Electrical engineering (2)	Total	For home market	For export	
	1958 = 100			December 1958 (unadjusted) = 100			1961 = 100
1958	100	100	100	102	102	101	81
1959	105	103	110	103	103	103	82
1960	114	112	116	121	121	122	91
1961	121	122	120	124	123	127	100
1962	123	122	126	120	116	129	100
1963	126	122	134	141	139	143	106
1964	137	133	144	164	164	163	105
1965	144	142	148	165	165	167	111
1964 1st quarter	134	130	142	144	144	145	112
2nd quarter	136	131	145	151	152	150	111
3rd quarter	138	134	143	157	157	158	93
4th quarter	141	138	146	164	164	163	105
1965 1st quarter	144	142	146	168	168	168	106
2nd quarter	141	140	143	168	167	169	115
3rd quarter	145	143	147	166	166	166	107
4th quarter	148	143	155	165	165	167	115
1966 1st quarter	152	147	159	165	164	170	120
2nd quarter	149	145	156	163	162	164	113
3rd quarter	153	151	156	160	160	160	110
1965 November	146	142	153	165	165	167	
December	150	144	159	165	165	167	
1966 January	152	150	157	166	165	169	
February	148	144	156	166	165	170	
March	154	148	166	165	164	170	
April	151	148	157	164	162	168	
May	149	146	155	163	161	167	
June	146	141	155	163	162	164	
July	156	154	159	162	162	161	
August	155	154	159	161	161	160	
September	147	145	150	160	160	160	
October	153*	..	..	159*	159*	159*	
Average:							
Latest 3 months shown	152	151	156				
Previous 3 months shown	150	145	156				
Percentage change (5)	+1	+4	Nil	—2	—2	—2	

* Provisional.
(1) Covers Minimum List Headings 331 to 352 of the Standard Industrial Classification, including scientific, surgical and photographic instruments, etc., and watches and clocks.
(2) Covers Minimum List Headings 361 to 369 of the Standard Industrial Classification.
(3) Index of the total value at constant (average 1958) prices of orders held in these industries.
(4) Quarterly index of the value at constant (average 1961) prices of exports included in Divisions 71, 72 and 86 of the Export List. The coverage is not identical with commodities produced in Order VI of the Standard Industrial Classification.
(5) In the case of orders on hand the percentage changes compare the level at the end of the latest month shown with the corresponding level three months earlier.

ENGINEERING INDUSTRIES IN OCTOBER, *continued*

textile machinery and accessories and pumps and industrial valves. The categories showing lower deliveries than a year earlier comprised agricultural machinery (excluding tractors), contractors' plant and quarrying machinery and mining, refrigerating and packaging machinery. In the case of industrial plant and fabricated steelwork deliveries of water tube boilers, chemical plant and the residual heading covering other industrial plant and fabricated steelwork were all substantially higher than in the preceding year. On the electrical side the most marked increases were recorded by switchgear and control gear and insulated wires and cables.

Description of the statistics

The volume indices of production and orders on hand in Table 1 relate to the engineering and electrical goods industries as defined in Order VI of the Standard Industrial Classification. The statistics of orders and deliveries in the engineering industries given in Tables 2 and 3 relate to the engineering and electrical goods industries as defined in Order VI of the Standard Industrial Classification together with locomotives and railway track equipment, railway carriages and wagons, heavy commercial vehicles and wheeled tractors (parts of Order VIII of the Standard Industrial Classification).

To assist in the interpretation of trends in these industries the statistics are published in seasonally adjusted form. While the method adopted in adjusting for seasonal factors removes regular recurring influences, the seasonally adjusted series still reflects the effect of factors that do not recur regularly. Moreover, the seasonal pattern may be changing. The month to month variations are therefore kept under review, and the seasonal adjustment factors are reassessed each year as another 12 months' experience becomes available. Nothwithstanding these difficulties the seasonally adjusted figures have shown themselves to be a valuable aid in interpreting trends in the complex engineering industries.

Care should be taken not to interpret changes between one month and another as necessarily indicating the underlying trend. The averages in the latest three months and in the previous three months give a more reliable guide to recent changes. The month to month fluctuations are particularly marked for the derived new new orders series, and in this case the figures shown against the months in Table 2 are three month centred moving averages of the seasonally adjusted figures, e.g. the figures shown against September are the averages of the seasonally adjusted figures for August, September and October.

Table 2: Engineering industries (1) Seasonally adjusted
Index numbers of the volume of orders and deliveries (2)

	Total			Home			Export		
	Orders on hand (end of period)	Net new orders (3)	Deliveries	Orders on hand (end of period)	Net new orders (3)	Deliveries	Orders on hand (end of period)	Net new orders (3)	Deliveries
	December 1958 (unadjusted) = 100	Average 1958 deliveries = 100		December 1958 (unadjusted) = 100	Average 1958 deliveries = 100		December 1958 (unadjusted) = 100	Average 1958 deliveries = 100	
1958	102	92	100	102	93	100	100	88	100
1959	103	105	104	103	106	105	102	103	102
1960	120	123	114	120	123	115	119	122	111
1961	122	123	122	120	123	123	126	122	118
1962	117	120	123	112	117	122	128	128	126
1963	136	139	126	134	137	123	143	143	134
1964	162	152	136	161	153	136	166	151	136
1965	165	145	143	164	145	143	170	146	142
1964 1st quarter	140	142	134	138	144	134	144	137	135
2nd quarter	148	153	134	147	155	134	150	147	133
3rd quarter	154	152	135	153	151	135	159	155	134
4th quarter	162	161	139	161	160	139	166	163	139
1965 1st quarter	167	152	140	165	151	141	173	153	136
2nd quarter	166	138	142	164	139	143	172	138	142
3rd quarter	165	140	143	163	141	141	170	137	147
4th quarter	165	152	146	164	151	147	170	155	145
1966 1st quarter	164	147	149	162	145	148	171	152	150
2nd quarter	161	137	147	160	140	147	165	130	148
3rd quarter	159	146	152	158	145	149	161	149	158
1965 November	165	152	144	164	151	145	171	155	140
December	165	148	148	164	148	147	170	148	151
1966 January	165	149	152	163	147	153	171	154	149
February	165	147	145	163	145	143	173	152	150
March	164	139	150	162	138	148	171	144	151
April	162	137	152	160	138	153	169	139	150
May	162	137	148	159	140	147	169	130	149
June	161	145	142	160	149	141	165	138	145
July	160	145	161	159	149	160	162	136	163
August	160	146	150	159	145	146	161	149	163
September	159	141	144	158	139	142	161	147	149
October*	157	..	151	157	..	146	158	..	165
Average:									
Latest 3 months		141	149		139	145		147	159
Previous 3 months		145	150		149	149		138	152
Percentage change (4)	—2	—3	—1	—2	—7	—3	—2	+7	+4

* Provisional.
(1) Engineering and electrical goods (S.I.C. Order VI), locomotives and railway track equipment, railway carriages and wagons, heavy commercial vehicles and wheeled tractors.
(2) At constant (average 1958) prices.
(3) The figures shown against the months are three month centred moving averages.
(4) In the case of orders on hand the percentage changes compare the level at the end of the latest month shown with the corresponding level three months earlier.

Table 3: Engineering industries (1) Unadjusted
Index numbers of the volume of orders and deliveries (1)

	Total			Home			Export		
	Orders on hand (end of period)	Net new orders (2)	Deliveries (2)	Orders on hand (end of period)	Net new orders (2)	Deliveries (2)	Orders on hand (end of period)	Net new orders (2)	Deliveries (2)
	December 1958 = 100	Average 1958 deliveries = 100		December 1958 = 100	Average 1958 deliveries = 100		December 1958 = 100	Average 1958 deliveries = 100	
1958	100	92	100	100	93	100	100	88	100
1959	101	105	104	101	106	105	102	103	102
1960	117	123	114	117	123	115	119	122	111
1961	120	123	122	117	123	123	126	122	118
1962	115	120	123	109	117	122	129	128	126
1963	135	139	126	131	137	123	144	143	134
1964	161	152	136	158	153	136	168	151	136
1965	163	145	143	161	145	143	172	146	142
1964 1st quarter	140	146	134	138	150	133	143	134	136
2nd quarter	148	160	138	148	163	138	148	151	138
3rd quarter	154	141	126	153	138	127	158	148	123
4th quarter	161	159	144	158	156	144	168	169	144
1965 1st quarter	167	161	145	165	164	146	172	154	142
2nd quarter	166	140	142	165	141	142	171	138	142
3rd quarter	165	129	133	163	128	132	169	131	135
4th quarter	163	151	152	161	148	152	172	160	151
1966 1st quarter	164	157	154	162	158	153	170	153	158
2nd quarter	161	139	147	161	142	146	163	129	148
3rd quarter	159	134	141	158	132	139	161	142	145
1965 January	162	153	139	160	152	139	170	156	139
February	165	166	145	163	169	144	171	159	146
March	167	165	150	165	171	153	172	147	143
April	167	131	132	165	130	131	172	134	136
May	167	150	148	166	156	149	170	133	146
June	166	141	146	165	138	146	171	147	144
July	166	129	132	165	129	131	170	128	133
August	167	126	121	165	124	119	170	132	127
September	165	131	146	163	131	147	169	132	144
October	165	164	151	163	159	152	172	181	149
November	165	144	149	162	142	152	174	150	142
December	163	145	155	161	144	153	172	149	160
1966 January	163	145	145	161	145	145	172	145	146
February	165	163	150	162	162	147	173	164	159
March	164	162	166	162	166	166	170	149	167
April	163	127	140	161	126	139	168	128	145
May	163	145	146	161	148	146	166	134	146
June	161	144	154	161	150	154	163	124	153
July	160	141	148	160	138	147	162	153	149
August	160	125	126	160	122	122	162	133	136
September	159	138	149	158	136	149	161	142	149
October*	157	141	155	156	135	150	159	158	169

* Provisional.
(1) See footnotes (1) and (2) to Table 2.
(2) Adjusted to allow for differences in the length of calendar months, but not for regularly recurring seasonal movements.

(*Table 4 on next page*)

Business Monitor: Production Series

THE FOLLOWING titles and issues of Business Monitor Production Series are now available, and copies may be obtained by annual subscription from HMSO, PO Box 569, London, S.E.1:

Monthly at £1 a year, post free:

Salt for October 1966.
Boxes, Cartons and Fibreboard Packing Cases for September 1966.
Pottery and Electrical Ware for October 1966.
Industrial Fork-lift and Works Trucks and Tractors for September 1966.

Quarterly at 7s. 6d. a year, post free:

Lace for July-September 1966.
Soap and Synthetic Detergents for July-September 1966.
Refrigerating Machinery for July-September 1966.
Jewellery for July-September 1966.
Brushes and Brooms for July-September 1966.
Domestic Hollow-ware for July-September 1966.

New companies registered in Northern Ireland

DURING THE MONTH of November, 1966, 12 new private companies with a total nominal capital of just under £59,000 and two companies limited by guarantee and not having a share capital were registered in Northern Ireland.

In the period January-November, 1966, 244 new companies with nominal capital amounting to just over £1.8 million were registered. Comparable figures for the same period in 1965 are 344 new companies with a total nominal capital of just over £3.5 million.

INDEX OF REGULAR STATISTICS

Readers are reminded that an index of the date on which all regular statistical articles were last published appears each week at the end of the JOURNAL.

Table 4: Deliveries of certain mechanical and electrical engineering products (a)

£ million

	1963	1964	1965	1965			1966		
				2nd quarter	3rd quarter	4th quarter	1st quarter	2nd quarter*	3rd quarter*
Machinery other than electrical:									
Agricultural machinery (excluding tractors)	59·2	65·8	58·8	16·1	14·3	12·3	14·8	14·8	13·3
Metal-working machine tools and welding machinery	130·8	141·0	158·5	39·3	37·8	40·6	43·3	39·2	42·4
Engineers' small tools and gauges	68·5	79·6	88·2	22·1	20·9	22·7	23·5	23·5	21·9
Industrial engines	87·1	109·5	113·0	23·1	28·2	40·8	28·0	31·5	34·6
Textile machinery and accessories	89·0	99·8	104·2	25·6	24·4	28·3	28·3	28·1	26·7
Contractors' plant and quarrying machinery	121·7	145·9	154·4	42·5	35·8	36·5	37·4	38·1	32·9
Mechanical handling equipment	102·6	110·3	118·3	27·4	29·7	32·5	33·2	32·2	32·3
Office machinery	84·9	92·2	79·6	21·5	16·7	18·7	18·5	20·4	18·2
Mining machinery	52·8	56·3	54·9	14·4	12·9	13·4	13·4	15·6	12·3
Refrigerating machinery	46·9	51·5	55·3	17·9	12·8	10·0	15·3	16·6	11·2
Space-heating, ventilating and air-conditioning equipment	57·4	66·5	71·0	16·7	17·8	19·9	20·5	17·4	19·7
Pumps and industrial valves	99·6	112·9	124·1	30·4	29·1	33·5	34·6	34·0	33·6
Air and gas compressors and exhausters	31·9	36·2	42·3	9·6	10·6	11·5	11·4	10·4	11·3
Food and drink machinery	40·9	47·7	46·7	11·1	11·6	12·6	10·4	10·6	11·2
Packaging machinery	24·0	24·3	23·7	5·7	5·5	6·9	6·4	6·6	6·2
Steel and non-ferrous metal rolling mills and ancillary equipment	24·6	23·8	24·3	5·0	3·8	6·8	7·0	6·6	7·1
Other machinery except electrical machinery	249·1	270·7	300·0	76·0	68·5	80·2	76·6	75·8	70·8
Industrial plant and fabricated steelwork:									
Water tube boilers	59·3	63·1	81·2	20·4	20·6	21·7	20·1	20·4	26·4
Shell boilers and boilerhouse plant	30·9	32·6	36·3	8·8	9·2	9·8	11·7	11·9	10·7
Chemical plant	53·4	53·7	86·4	20·1	25·3	23·5	26·5	32·4	34·7
Iron, steel and non-ferrous metal works plant other than rolling mills	29·3	37·6	34·3	7·9	9·0	7·8	9·1	7·3	7·0
Other industrial plant and fabricated steelwork	154·4	170·3	186·4	45·4	45·0	47·8	51·6	51·7	56·6
Electrical machinery:									
Generating equipment and rotating electrical machines	135·9	138·5	147·0	34·7	33·0	43·8	37·2	40·0	34·5
Transformers for lighting, heating and power	54·6	64·5	65·7	15·8	14·7	18·7	17·0	15·1	15·9
Switchgear and control gear	137·3	155·9	172·9	42·3	40·1	46·8	47·9	48·9	47·1
Other electrical machinery	21·4	26·7	26·9	5·9	6·9	7·9	8·2	6·9	7·9
Insulated wires and cables	159·7	183·8	220·5	53·6	52·7	62·7	65·9	65·7	60·6
Other electrical goods (except radio, telecommunications and other electronic apparatus):									
Domestic electrical appliances	165·1	165·8	152·4	34·9	34·8	45·6	36·9	36·8	36·7
Electrical equipment for motor vehicles, cycles and aircraft	76·7	86·3	85·2	23·5	18·8	21·5	22·4	21·9	21·7
Primary batteries	17·4	18·8	19·9	4·4	5·0	5·8	5·0	5·1	5·4
Secondary batteries (accumulators)	29·6	34·8	37·2	8·4	8·9	11·0	7·8	9·3	8·6
Electric lamps	26·3	30·2	32·5	7·6	7·0	9·6	9·0	8·0	7·5
Miscellaneous electrical goods	96·0	111·2	127·6	30·7	30·0	36·2	36·2	33·0	31·2
Components not included above and sub-contract sales	273·5	312·8	335·2	83·3	80·0	88·2	76·6	89·8	83·2
Amount charged for work done on customers' materials and repair work	76·7	83·4	88·0	21·0	22·6	23·0	23·6	24·5	26·4

(a) Characteristic products of industries in Order VI of the Standard Industrial Classification, except the ordnance and small arms, scientific instruments, clocks and watches, telegraph and telephone apparatus and radio and other electronic apparatus industries. Excluding deliveries by the smallest firms estimated at about 2 per cent of the total.
In general, spare parts supplied by manufacturers of complete machines are included with these machines, but parts, other than those separately specified, supplied for assembly by makers of complete machines are included in the heading for sub-contract sales and components.
* Provisional.

REPORTS FOR UNITED KINGDOM EXPORTERS ON FIRMS OVERSEAS

UNITED KINGDOM exporters may wish to know more about a firm abroad which has offered to do business with them. The Board of Trade keeps records about the standing activities and influence of many firms abroad, and will make inquiries about any particular firm not already on record. These are not credit reports (for which the inquirers should apply to banks and other agencies) but they are useful in deciding the suitability of the overseas trade as a sales outlet. Requests for reports should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4, or to the appropriate Regional office of the Board.

Turnover of the motor trades in October

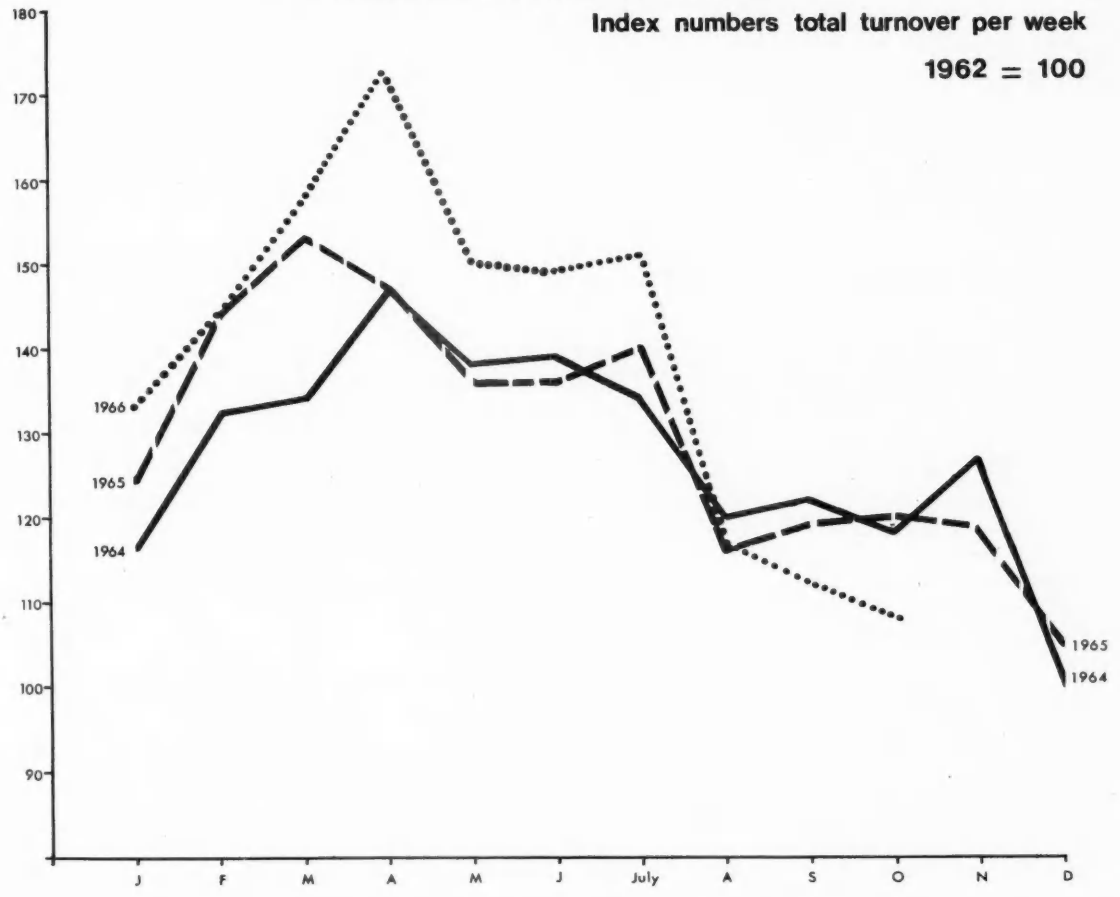
THE TOTAL TURNOVER of the motor trades in October was 4 per cent lower than in September and 10 per cent lower than in October, 1965, being mainly due to the low level of sales of new motor vehicles which were 6 per cent lower than in September and 29 per cent lower than in October, 1965. Second hand vehicle sales were also slightly lower than last month and were 16 per cent lower than in the corresponding month last year. The month-to-month changes, however, should not necessarily be regarded as indicative of any underlying trend, since the movements between September and October have in the past been somewhat irregular.

The changes on year earlier figures for total turnover which showed an increase of 10 per cent in June have moved downwards to the decrease of 10 per cent in October. New vehicle sales which earlier this year were showing appreciable increases on 1965 experience have shown a swing from a 9 per cent increase in July to a decrease of 29 per cent, in October; for used vehicle sales the comparison with 1965 experience has changed from an increase of 17 per cent in June to the decrease in October of 16 per cent.

Last month the results for the first nine months of the year showed that the sales of new motor vehicles were 4 per cent higher than for the comparable period for 1965. The addition of the October experience has reduced this figure to 2 per cent.

All other sales and receipts (which includes sales of petrol, oil, accessories and receipts from repairs and servicing) were somewhat below the level of last month. This fall is partly accounted for by seasonal factors. These sales showed an increase over the level of October last year of 6 per cent so continuing the run of increases on year earlier figures. However, this latest increase is lower than the increases experienced in recent months.

TURNOVER IN THE MOTOR TRADES



ELEPHANTIDE (REGD.)
INSULATING PRESSBOARD
for all Oil Immersed Electrical Apparatus such as
TRANSFORMERS, SWITCHGEAR, etc.
Also PRESS PAPERS FOR CLOTH FINISHING
B. S. & W. WHITELEY LTD., POOL-IN-WHARFEDALE, YORKSHIRE.
Telephone: ARTHINGTON 2121 • TELEX 55103 • Grams: WHITELEY, POOL-IN-WHARFEDALE

Index numbers of turnover per week and percentage changes on a year earlier (a)

1962 = 100

Kind of business (Turnover in 1962 £ million)	Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
TOTAL TURNOVER (£2,979 million)	1963	112	105	125	113	104	89	101	121	124	132	120	124	110	107	112	112	92
	1964	127	128	141	125	114	116	132	134	147	138	139	134	120	122	118	127	100
	1965	130	141	140	125		124	144	153	147	136	136	140	116	119	120	119	105
	1966	140(b)	146	157	125	114	133	144	158	173	150	149	151	116	112	108		
	1965	+2	+11	—1	Nil	Nil	+7	+9	+14	Nil	—1	—2	+4	—3	—2	+2	—6	+5
	1966	+4(c)	+3	+12	Nil		+7	Nil	+3	+17	+10	+10	+8	Nil	—6	—10		
ANALYSIS OF TURNOVER:																		
Sales of new motor vehicles (£1,119 million)	1963	119	116	142	114	106	96	111	136	145	153	130	132	104	107	118	115	89
	1964	143	154	167	132	118	136	158	166	185	157	160	148	122	128	123	142	95
	1965	138	172	151	122	109	144	176	192	165	142	147	149	105	113	116	117	96
	1966	148(b)	173	178	112		155	166	192	227	160	154	163	92	87	82		
	1965	+3	+12	—9	—8	—8	+6	+11	+15	—11	—9	—8	+1	—14	—12	—6	—17	+1
	1966	+2(c)	Nil	+18	—8		+7	—6	Nil	+38	+12	+4	+9	—12	—23	—29		
Sales of secondhand motor vehicles (£568 million)	1963	108	103	127	111	93	72	97	132	127	137	119	124	111	100	103	104	75
	1964	120	124	142	118	96	104	135	132	145	146	136	130	114	113	105	111	75
	1965	119	132	142	110	93	107	138	148	162	142	126	127	104	102	105	98	79
	1966	126(b)	135	153	103		111	138	151	158	154	148	129	94	91	89		
	1965	Nil	+6	Nil	—7	—3	+3	+2	+12	+12	—3	—7	—2	—9	—3	Nil	—12	+4
	1966	Nil (c)	+2	+8	—6		+4	Nil	+2	—3	+9	+17	+1	—10	—11	—16		
All other sales and receipts (£1,292 million)	1963	107	96	110	113	108	90	95	103	106	112	112	117	114	110	111	112	103
	1964	116	106	118	122	118	104	109	106	114	118	122	124	121	121	119	120	115
	1965	127	118	129	133	128	115	119	121	126	129	131	137	130	132	131	131	124
	1966	138(b)	128	140	146		124	126	132	133	141	146	151	146	143	139		
	1965	+10	+12	+9	+9	+9	+11	+10	+14	+10	+9	+7	+11	+7	+9	+11	+9	+3
	1966	+9(c)	+8	+9	+10		+8	+6	+9	+5	+9	+11	+10	+12	+8	+6		

(a) The periods covered by the index numbers consist of either four or five weeks each quarter being divided into three 'monthly' periods of four, four and five weeks respectively. The period covered by September, 1966, turnover was the four weeks from October 2, 1966 to October 29, 1966; the corresponding period in 1965 was from October 3, 1965 to October 30th, 1965.
(b) Index numbers for period January to October 1966.
(c) Percentage change for period January to October 1966, compared with corresponding period of 1965.

Quarterly analysis of man-made fibre production

TOTAL PRODUCTION by weight of synthetic fibres in the third quarter of 1966 was 14 per cent more than in the same quarter of 1965; total production by weight of viscose plus acetate fibres was 4 per cent less.

Within the total for synthetic fibres, production of continuous filament was 20 per cent more and staple fibre 7 per cent more. Under the heading viscose plus acetate, production of continuous filament was 10 per cent less while production of staple fibre was marginally less than in the third quarter of 1965.

Man-made fibre production

Quarterly averages and quarterly totals (million lb. 'delivered weight' basis)

	Continuous filament		Staple fibre		Total	
	Synthetic	Viscose + acetate	Synthetic	Viscose + acetate	Synthetic	Viscose + acetate
1961	21·9	43·6	14·6	61·8	36·5	105·4
1962	28·5	44·2	17·2	66·9	45·7	111·1
1963	35·4	47·1	22·6	74·6	58·1	121·7
1964	41·4	53·1	28·3	83·5	69·7	136·6
1965	45·0	54·1	36·6	79·8	81·6	134·0
1962 1st quarter	23·8	43·9	15·7	63·2	39·6	107·1
2nd quarter	29·0	44·5	16·2	67·4	45·1	111·9
3rd quarter	28·3	42·7	16·6	62·5	44·9	105·2
4th quarter	33·0	45·7	20·3	74·4	53·2	120·1
1963 1st quarter	31·0	45·7	21·5	73·8	52·5	119·6
2nd quarter	34·8	47·8	21·5	73·9	56·3	121·7
3rd quarter	34·9	45·6	20·6	70·3	55·5	115·9
4th quarter	41·1	49·4	26·9	80·2	68·0	129·6
1964 1st quarter	41·2	52·2	25·9	84·0	67·2	136·2
2nd quarter	40·0	53·8	26·8	82·6	66·8	136·4
3rd quarter	38·2	51·4	26·9	78·5	65·2	129·9
4th quarter	46·1	55·1	33·5	88·9	79·6	144·0
1965 1st quarter	46·8	56·1	35·1	87·8	81·9	143·9
2nd quarter	47·3	53·8	34·2	86·6	81·5	140·4
3rd quarter	42·4	51·3	36·9	68·9	79·3	120·1
4th quarter	43·5	55·3	40·1	76·2	83·6	131·4
1966 1st quarter	54·1	54·0	45·5	75·0	99·5	129·0
2nd quarter	60·0	51·6	48·3	72·5	108·3	124·1
3rd quarter	50·8	46·4	39·5	68·7	90·3	115·1

The heading 'Viscose + acetate' includes triacetate and a very small quantity of protein fibres.

Production of man-made fibres in November

TOTAL PRODUCTION by weight of man-made fibres in November was at about the same level as in November 1965. Within the total, output of continuous filament was 3 per cent less and staple fibre 3 per cent more.

Man-made fibre production

(million lb. 'delivered weight' basis)

	Continuous filament (singles)	Staple fibre	Total
1962 (quarterly average)	72·7	84·1	156·8
1963 (quarterly average)	82·6	97·2	179·8
1964 (quarterly average)	94·5	111·8	206·3
1965 (quarterly average)	99·1	116·4	215·5
1965 2nd quarter	101·0	120·8	221·9
3rd quarter	93·7	105·8	199·5
1966 2nd quarter	111·6	120·8	232·4
3rd quarter	97·2	108·2	205·4
1965 September	31·5	36·4	67·9
October	33·4	37·4	70·8
November	32·6	38·7	71·2
1966 September	32·8	36·5	69·2
October	33·6	40·1	73·7
November	31·6	39·9	71·5

PHOTOGRAPHS FOR THE JOURNAL

The Editor will be glad to consider prints of industrial photographs suitable for publication in the Board of Trade Journal.

Black and white prints. *These should be 'action' photographs showing UK goods being inspected by overseas buyers or in process of being packed or shipped for export or being unloaded, installed or in use at the overseas destination. Photographs of UK businessmen in discussion with overseas buyers and of visitors at exhibition stands overseas are also acceptable.*

Colour photographs: *Four-colour illustrations with an export angle and for which blocks are available will be considered for use as coloured cover illustrations.*

Regional Organization of the Board of Trade

For information and guidance on export matters or on any other aspect of the work of the Board of Trade – including, for example, advice about location, which is available to industrial concerns seeking to expand or to develop new projects – you are invited to get in touch in the first instance with the nearest Regional Office. If you would prefer it the Controller or a senior member of his staff will gladly arrange to meet you at your own address. The names of the Controllers and the addresses, Subscriber Trunk Dialling Codes and Telex Numbers of the Regional Offices of the Department are given below

Northern Region
Wellbar House, Gallowgate, Newcastle-upon-Tyne, 1. (Tel. Newcastle 27575. Code: ONE 2. 27575. Telex No. 53178.)
Sub-Office for Cumberland and Westmorland: Town Hall, Cockermouth, Cumberland. (Tel. Cockermouth 3498/9.)
R. Wood.

Yorkshire and Humberside Region
City House, New Station Street, Leeds, 1. (Tel. Leeds 38232. Code: OLE 2. 38232. Telex No. 55472.)
E. Atherton.

Eastern Region
Cromwell House, Dean Stanley Street, London, S.W.1. (Tel. Tate 6271. Telex No. 25991.)
D. A. Wilson, C.B.E.

London and South Eastern Region
Cromwell House, Dean Stanley Street, London, S.W.1. (Tel. Tate 4355. Telex No. 25991.)
I. W. Stoodley.

South Western Region
The Pithay, Bristol, 1. (Tel. Bristol 21071. Code: OBR 2. 21071. Telex No. 44214.)
L. I. Macbeth

Wales
Government Buildings, Gabalfa, Cardiff. (Tel. Cardiff 62151. Code: OCA 2. 62151. Telex No. 49267.)

District Office
North Wales District Office, Government Buildings, Dimerth Road, Colwyn Bay, Denbighshire. (Tel. Colwyn Bay 44261.)
R. W. Daniel, C.B.E.

Midland Region
Five Ways House, Islington Row, Birmingham, 15. (Tel. Birmingham Midland 8221. Code: 021. 643 8221. Telex No. 33702.)
J. F. J. Jardine.

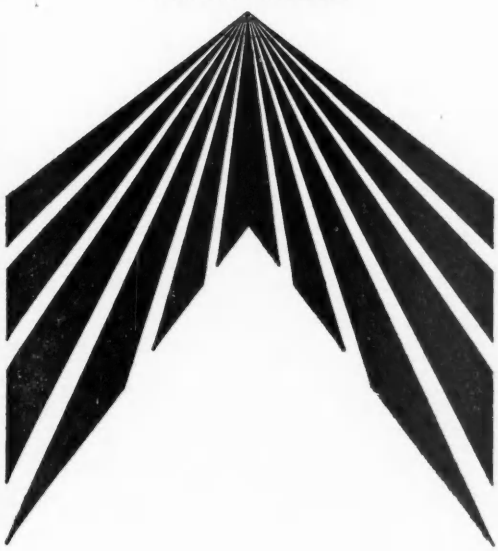
North Western Region
Sunley Building, Piccadilly Plaza, Manchester, 1. (Tel. Manchester Central 2171. Code: 061. CEN 2171. Telex No. 66104.)
R. J. Forbes, C.B.E.

Scotland
314 St. Vincent Street, Glasgow, C3. (Tel. Glasgow City 2855. Code: 041. CIT 2855. Telex No. 77583.) District Office: 29a High Street, Inverness. (Tel. Inverness 30867/8. Code: OIN 3. 30867/8.)
P. J. L. Homan.

Northern Ireland
Ministry of Commerce (Northern Ireland), Chichester House, Chichester Street, Belfast. (Tel. Belfast 28271. Code: OBE 2. 28271. Telex No. 74578.)
H. E. Jones, C.B.E.

Centres for European Trade Germany's International Trade Fairs

Berlin
Cologne · Dusseldorf
Frankfurt · Hamburg
Hanover · Munich
Nuremberg · Offenbach
Pirmasens · Wiesbaden



With frontiers increasingly becoming symbolic rather than acting as barriers to trade, businessmen and specialists congregate at the German Trade Fairs which serve as particularly suitable meeting places. There businessmen and experts in many fields view new products, plant and equipment. Never less than 25% of the exhibitors are foreign firms and in some cases the number exceeds 50%.

Germany's International Trade Fairs:
- Display a full range of the products of the capital and consumer goods industries.
- Spotlight the latest developments in the various fields of technology.
- Provide opportunities for specialists to discuss common problems.
- Enable multilateral and worldwide contacts to be made.
- Offer efficient organisation and comprehensive service.

For detailed information apply to: German Embassy, Commercial Information Service, 6 Rutland Gate, London S. W. 7, Tel.: KNI 1271
Ausstellungs- und Messe-Ausschuss der Deutschen Wirtschaft e. V., Engelbertstrasse 31a, 5 Cologne, Germany, Tel.: 219091

Exhibitions and Fairs

The Asian International Trade Fair

A report from the Commercial Section, British Embassy, Bangkok

THIS REGIONAL TRADE FAIR, the brainchild of the United Nations Economic Committee for Asia and the Far East, had as its theme 'Peace and Prosperity through Trade Co-operation' and was the first major international trade fair held in Thailand. The Thai Government despite their unfamiliarity with an organizational task of this magnitude, made ambitious plans for a fair which would be fully comparable with other international fairs. If they did not entirely succeed this was due to lack of trained staff and experience rather than want of enthusiasm. During its twenty-four days the fair attracted over 1.6 million visitors, and if exhibitors had any common problem it was singling out the serious commercial buyer from the general public and schoolchildren who thronged the pavilions in thousands in the evenings and at weekends.

The British Pavilion, a joint Board of Trade and London Chamber of Commerce venture, was one of 22 national pavilions, and covered a site of 30,000 square feet, housing 33 stands containing exhibits from 51 companies. Additionally, over 120 other British firms exhibited elsewhere in the Fair, some of them – e.g. I.C.I., Ford and Marconi – on a large scale. The Thai market is relatively free of restriction and British exhibits ranging from safes to aero engines and from brake linings to electric fans were broadly representative of the wide selection of products which make up Britain's £20 million per year export trade with Thailand. Particular interest was attracted by the impressive Rolls-Royce stand and by several of the office equipment suppliers. Pye's closed circuit television exercised a constant fascination and exhibits with less popular appeal attracted a satisfactory number of inquiries. The Prime Minister, the Minister for National Development, the Minister for Economic Affairs and numerous other distinguished visitors, both Thai and foreign, toured the stands during the course of the Fair.

The British effort was supported at the opening ceremonies by the presence of a London and Birmingham Chambers of Commerce Missions led by Lord Erroll of Hale, and by the BNEC's Asia Committee. This was followed two days later by 'British Day' presided over by Lord Rhodes, Parliamentary Secretary to the Board of Trade, and sponsored by the BNEC. The National Day programme which included performances by the Scots Guards pipe band helped considerably to draw attention to British exhibits. Although we did not pay for any advertisements, an objective agency report placed Britain third in the amount of publicity coverage obtained in the English language and vernacular press.

The majority of British exports to Thailand consists of capital goods of a kind unlikely to be sold over the counter at a Fair. Nevertheless, many medium size sales were made, notably of electronic equipment, mechanical transmission products, hospital equipment and agricultural machinery. Nearly all exhibitors reported an encouraging number of inquiries likely to lead to valuable orders in the future. All but one of the British firms exhibiting are already represented in Thailand and in one case the local agent has asked for the reservation of three times his normal annual purchase in anticipation of orders following inquiries made at the Fair. Interest was not confined to Thailand. Parties of delegates attending the fifth Asia Chinese Merchants Association Conference and the ASA Businessmen's Conference visited the Pavilion. Over 1,900 foreign business visitors registered with the fair authorities and many more did not bother to do so. Inquiries were received by British exhibitors from businessmen in Malaysia, Taiwan, Hong Kong and several other Asian countries.

Some months must elapse before the results and commercial value of the Fair can be assessed and the follow up by firms will be important. But British firms who exhibited have been able to show their wares to a wide range of potential buyers. The Fair has also provided an unrivalled opportunity for the 250 British businessmen who participated or visited Bangkok at the time to examine the expanding Thai market in some depth and to see something of the competition they are facing. Thailand is an extremely competitive market and those with good products who worked the hardest are naturally likely to show the best results. We are hopeful that the interest shown and the lessons learned will result in an increase of Britain's share, currently about 9 per cent, of Thai imports.

The 'Casa Britanica', which opened recently, and which is the first British-owned warehouse in the Colon Free Zone, Panama, assists British exporters by storing, checking, selling and forwarding their goods to destinations throughout the Latin American market. The warehouse is owned and operated by British Pan-Americas Trade Centre S.A., of which the John Delaney Group are the London agents.

TRADE PROMOTION PROGRAMME

A list of changes in the programme of overseas trade promotions and in the classified lists of trade fairs and exhibitions throughout the world (published in the *Board of Trade Journal* on Novemeber 4, 1966) will appear in the Journal next week, January 13.

BoT/RoSPA at Boat Show

'SEARCH AND RESCUE AT SEA' is the theme of the Board of Trade stand at the International Boat Show at Earls Court (January 4-14). The stand (L10) features the work of HM Coastguard and of the Royal Society for the Prevention of Accidents in relation to marine safety.

A fully equipped replica of a typical HM Coastguard lookout station enables visitors to see for themselves some of the work done by the Service. Coastguards are on duty to answer questions, and to explain how they co-ordinate rescue operations when vessels of all kinds and sizes are missing, in distress or overdue.

In this, their Golden Jubilee Year, the theme of the Royal Society for the Prevention of Accidents is 'Stop Accidents in the Water'. RoSPA's section in this year's joint Boat Show Exhibit with the Board of Trade reminds boat users of their responsibilities when they go afloat, to themselves, their families and friends and to others they may meet on the water. Their theme also emphasises the importance of elementary life-saving techniques and of being able to swim. RoSPA's 'Safety Afloat' code is on sale at the show.

Sales boost for British publications

SALES FIGURES confirm the success of an export sales promotion campaign for British newspapers and periodicals in Copenhagen during 1966.

The experimental sales drive was planned and carried out by the Joint Export Policy Committee of the Periodical and Newspaper Proprietors' Associations and the Central Office of Information. It was supported by the agents in Copenhagen, Dansk Bladdistribution and Dansk Centralagentur and throughout the period of the campaign special displays of a wide range of newspapers and periodicals were staged at the British Embassy and the British Information Centre.

The campaign, launched in January by Mr. Cecil Harmsworth King, had the support of the Foreign Office, and the British Ambassador and his staff in Copenhagen. The Central Office of Information provided selling racks and point of sale publicity material under the banner 'Newspapers and Periodicals from Britain' for use by some 60 retailers, and the British Embassy arranged substantial press, radio and television coverage.

OVERSEAS CABLES

The attention of British firms is drawn to the necessity of including their name and full postal address when cabling an overseas firm for the first time. There is no comprehensive directory of cable addresses, and commercial departments in British Embassies are often unable to help local firms who ask them to trace British firms from their cable address.

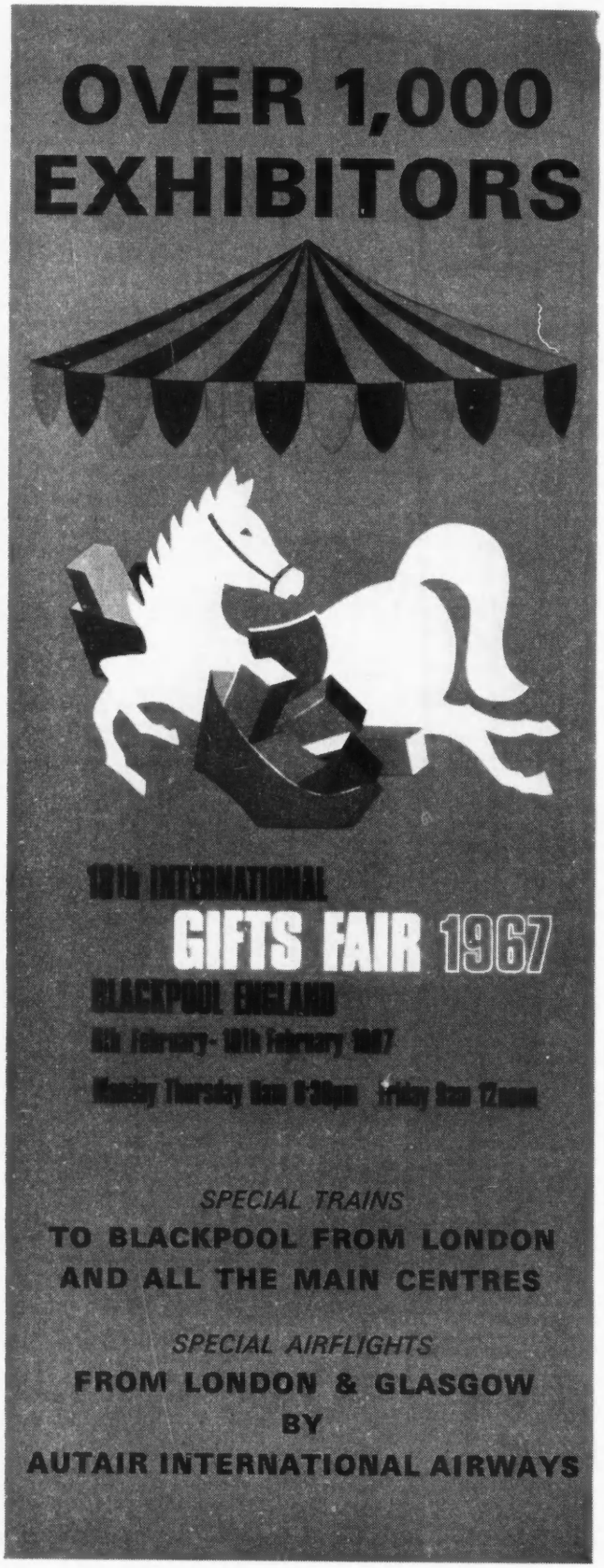
If I'd gone to CARPEX, I'd have seen all the new materials, styles, designs and colours in floor coverings. And I would have certainly picked up a profit-spinner. Manufacturers know that CARPEX is the most important international event in the trade calendar – they even time their sales campaigns to coincide with CARPEX.

....like a fool I missed it last year. But I'm off to CARPEX 67 – can't afford to let this happen again.

CARPEX67

International Carpet, Linoleum and Floor Coverings Fair.
February 27th — March 3rd 1967.
Earls Court, London, England.

Sponsored by:
THE FEDERATION OF BRITISH CARPET MANUFACTURERS
THE LINOLEUM MANUFACTURERS' ASSOCIATION
THE TUFTED CARPET MANUFACTURERS' ASSOCIATION.
Organised by:
Industrial and Trade Fairs Limited, Commonwealth House,
New Oxford Street, London, W.C.1, England.
Tel: Chancery 9011 · Telegrams: Indatfa London WC1 · Telex: 262567



The Board of Trade

Export Service Bulletin

posted direct to subscribers daily, Monday to Friday inclusive, provides up to the minute information.

Contents

Market Pointers — Calls for Tenders
Market Reports — Export Opportunities
General notices

A Quarterly Supplement 'World Economic Comments' is also published. This gives short summaries of the general economic and commercial climate in most world markets.

Cost

£10 10s. 0d. per annum (inclusive of postage).

How to subscribe. **Cut out and complete this form.**

I/We wish to become subscribers to the Export Service Bulletin.

I/We understand that the copyright of the Export Service Bulletin is vested in the Crown, the information therein is for my/our own use, and the Bulletin may only be reproduced in whole or in part with permission of the Board of Trade.

I/We am/are registered and carrying on business in the United Kingdom.

A remittance of £10 10s. 0d. in payment of a subscription for twelve months from today's date is enclosed. (Remittances should be made payable to the Principal Accountant, Board of Trade.)

Signature .....

Name of firm .....

Address to which Bulletin should be sent .....

.....

Date .....

Where to send your application form:

Export Services Branch, Board of Trade

HILLGATE HOUSE, 35 OLD BAILEY,
LONDON, E.C.4.

Overseas Trade and Exports

TRADE AND FINANCIAL ARRANGEMENTS

Double taxation—Trinidad and Tobago

THE BOARD OF INLAND REVENUE announced that a Double Taxation Agreement between the United Kingdom and Trinidad and Tobago was signed in Port of Spain on December 29, 1966.

The Agreement relates to taxes on income. It is expressed to take effect in the United Kingdom for corporation tax for all years and for income tax, and surtax from the dates on which the 1947 Agreement ceased to have effect. Before the Agreement can take effect in the United Kingdom, it will require the approval of the House of Commons.

A text of the Agreement will be published shortly by HMSO.

West Germany and Republic of Ireland

NOTES exchanged between the Governments of the Federal Republic of Germany and the Republic of Ireland provide for an extension of the Irish-German Trade Agreement of December 2, 1953, until the end of 1967.

Inquiries relating to this notice should be addressed to Board of Trade, Commercial Relations and Exports Department, 1 Victoria Street, London, S.W.1 (Abbey 7877, Ext. 2307) quoting reference CRE 6304/2/G.

Tunisia and Rumania

THE TUNISIAN *Journal Officiel* of August 23-26, announced the renewal, for a further year from May 1, 1966, of the trade agreement of 1964 between Tunisia and Rumania. Quotas under the agreement remain unchanged.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E.11, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel.: City 5757, Ext. 449/50).

Bermuda

RESPONSIBILITY FOR supervision of commercial inquiries relating to Bermuda has been transferred from the Principal British Trade Commissioner, Kingston, Jamaica, to the Director of Trade Development, British Consulate-General, 845 Third Avenue, New York, NY 10022, since January 1, 1967.

Mr. R. C. Law will, however, continue to act as Honorary British Trade Correspondent in Bermuda, and correspondence may still be sent direct to him at the Visitors' Service Bureau, Front Street, Hamilton, Bermuda.

Mr. P. K. Wickamarachi (left), of the Ceylon Posts and Telegraphs Department, examining 2,000 Mc/s transmission equipment for high capacity communication systems in the test centre at the Coventry works of GEC (Telecommunications) Ltd. Mr. Wickamarachi visited GEC as part of a telecommunication course.

New Trade Commission office in the Bahamas

A BRITISH TRADE COMMISSION opened in Nassau, Bahamas, on January 2, 1967. Mr. John Towlson has been appointed Trade Commissioner and will be responsible for the promotion of British exports to the Bahamas and also to the Turks and Caicos Islands.

The address of the Trade Commission is E. D. Sassoon Building, Parliament and Shirley Streets, PO Box 4600, Nassau, Bahamas (Tel. 94003).

Note:

Commercial inquiries in respect of the Bahamas and Turks and Caicos Islands formerly were handled by the Commercial Department of the British High Commission, Kingston, Jamaica.

£360,000 for Indonesia

THE MINISTRY of Overseas Development has authorized the expenditure of £360,000 aid funds on British materials and machinery urgently needed in the rehabilitation of Indonesia's industrial economy. The money will be spent on textile machinery, vehicle spares, and chemicals for light industry.

This completes the £1 million grant of emergency aid announced earlier this year. The previous £640,000 was authorized in September for goods which included dyestuffs, plant protection chemicals, pharmaceuticals and machinery for a tea factory.

Information for exporters

Brief details are given below of some of the Calls for Tender reported in recent issues of the **Export Service Bulletin.**†

For further information contact Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 404 and 406. Telex 25977 AB: Bothillgate, Ldn.) Quote country, commodity and E.S.B. reference number. The date given is the closing date and refers to the current year unless otherwise indicated. An asterisk implies that tender documents are available on loan. The number in brackets is that of the Bulletin in which the inquiry appeared. Copies of these Bulletins may be obtained from the address above at 2s. each. Remittance with order, please.

AUSTRALIA

State Electricity Commission of Queensland:
(251/66) Aluminium Conductor. January 25. E.S.B. 47919/66.*
(251/66) Aluminium Conductor. January 25. E.S.B. 47920/66.*
(252/66) Flowmeter for Northern Electric Authority of Queensland. January 25. E.S.B. 47993/66.
(252/66) Engine Test Beds for State Stores, Queensland. January 27. E.S.B. 47992/66.*

BRAZIL

Companhia Paulista de Estradas de Ferro:
(254/66) Insulating Materials. January 31. E.S.B. 48721/66.*
(254/66) Railway Equipment. January 30. E.S.B. 48722/66.*

BURMA

(254/66) Tyres and Tubes for Agricultural and Rural Development Corporation. January 20. E.S.B. 48704/66.*
(254/66) Radio Telephone System for Ahlone Electricity Supply Board. February 20. E.S.B. 48294/66.*
(253/66) Vehicles for Forest Research and Training Circle. January 31. E.S.B. 48275/66.*
Irrigation Department:
(253/66) Electrical Fittings, Wire and Cable. January 31. E.S.B. 48254/66.*
(253/66) Hardware. January 31. E.S.B. 48255/66.*
(253/66) Pipes and Fittings; Mild Steel. January 31. E.S.B. 48256/66.*
(254/66) Rock Crusher, Air Compressor. January 31. E.S.B. 48707/66.*
(254/66) Generators. January 31. E.S.B. 48708/66.*
(254/66) Station Wagons. January 31. E.S.B. 48766/66.*
(252/66) Signalling Equipment for Myanma Export Import Corporation. (Further Information.) Tender documents now available. E.S.B. 47417/66.*
(254/66) Testing Equipment for People's Electro-Mechanical Services. January 19. E.S.B. 48755/66.*
People's Oil Industry:
(253/66) Electrical Fittings. January 21. E.S.B. 48246/66.*
(253/66) Pumps. January 21. E.S.B. 48247/66.*
(253/66) Pumps. March 15. E.S.B. 48248/66.*
(253/66) Arc Welding Machines. March 15. E.S.B. 48249/66.*
(253/66) Acetylene Generators. February 28. E.S.B. 48250/66.*
(253/66) Steam Boiler. March 15. E.S.B. 48251/66.*
(253/66) Spares for Fork Lifts. February 10. E.S.B. 48718/66.*
(254/66) Brushes. January 20. E.S.B. 48701/66.*
(254/66) Chain Block. February 28. E.S.B. 48298/66.*
(254/66) Gas Masks. February 10. E.S.B. 48720/66.*
(254/66) Marine Equipment. February 28. E.S.B. 48299/66.*
(254/66) Fork Lift Parts. February 10. E.S.B. 48716/66.*
(254/66) Roofing Materials. February 28. E.S.B. 48719/66.*
People's Pearl and Fishery Board:
(253/66) Fishing Equipment. January 30. E.S.B. 48276/66.*
Public Works Corporation:
(253/66) Mobile Cranes and Hoists. February 14. E.S.B. 48277/66.*
(253/66) Drilling Machine, Air Compressor and Pump. February 14. E.S.B. 48278/66.*
Union of Burma Railway Board:
(253/66) Telegraph Equipment. January 23. E.S.B. 48262/66.*
(253/66) Insulation Materials. January 24. E.S.B. 48266/66.*
(253/66) Dies. January 25. E.S.B. 48258/66.*
(253/66) Brushes. January 23. E.S.B. 48263/66.*
(253/66) Dies. January 26. E.S.B. 48273/66.*
(253/66) Dies. January 25. E.S.B. 48257/66.*
(253/66) Dies. January 26. E.S.B. 48260/66.*
(253/66) Cable and Accessories. January 23. E.S.B. 48261/66.*
(253/66) Asbestos Packing. January 24. E.S.B. 48265/66.*
(253/66) Dies. January 26. E.S.B. 48259/66.*
(253/66) Dies. January 25. E.S.B. 48264/66.*
(253/66) Welding Materials. January 26. E.S.B. 48268/66.*
(253/66) Dies and Chasers. January 26. E.S.B. 48269/66.*
(253/66) Welding Sets and Accessories. January 26. E.S.B. 48270/66.*
(253/66) Steel Boxes. January 31. E.S.B. 48272/66.*
(254/66) Chasers and Cutters. January 26. E.S.B. 48274/66.*
(253/66) Anemometer for Rural Water Supply Project. January 25. E.S.B. 48295/66.*
(254/66) Tallow for Textile Mills IDC. January 28. E.S.B. 48291/66.*

CANADA

(252/66) Intake Service Gates for Manitoba Hydro. January 31. E.S.B. 47949/66.*
(254/66) Steel Structures for British Columbia Hydro and Power Authority. January 31. E.S.B. 48799/66.

COLOMBIA

Ferrocarriles Nacionales de Colombia:
(252/66) Rolling Stock. February 15. Tender documents (in Spanish) available. E.S.B. 47990/66.*
(252/66) Diesel Locomotives. February 15. E.S.B. 47991/66.*

COSTA RICA

El Instituto Costarricense de Electricidad:
(251/66) Cables & Accessories. February 14. E.S.B. 47917/66.*
(251/66) Electrical Equipment. January 20. E.S.B. 47918/66.*

CYPRUS

(253/66) Consultancy Service for Ministry of the Interior. January 31. E.S.B. 47938/66.*
(254/66) Copper Conductors & Cables for Electricity Authority. January 30. E.S.B. 48810/66.*

FORMOSA

Central Trust of China:
(252/66) Bag Sealing Machine. January 24. E.S.B. 47967/66.*
(252/66) Tubesheets and Tubes. January 19. E.S.B. 47968/66.*
(252/66) Pneumatic Compactor. January 20. E.S.B. 47970/66.*
(252/66) Hammer Bar Mill Parts. January 20. E.S.B. 47972/66.*
(252/66) Cable & Accessories. January 20. E.S.B. 47973/66.*
(254/66) Tyres & Tubes. January 21. E.S.B. 48729/66.*
(254/66) Pumps. January 21. E.S.B. 48732/66.*
(254/66) Lifting Blocks. January 20. E.S.B. 48734/66.*
(254/66) Switchgear. January 19. E.S.B. 48735/66.*
(254/66) Pumps. January 19. E.S.B. 48736/66.*

GREECE

(251/66) Radio Apparatus for Athens News Agency. February 14. E.S.B. 47905/66.
Public Power Corporation:
(251/66) Cable. March 1. E.S.B. 47908/66.
(251/66) Electronic Tubes. January 18. E.S.B. 47912/66.
(251/66) Lift. January 20. E.S.B. 47914/66.

HONG KONG

Government Tender Board:
(252/66) Steel Tubes. January 20. E.S.B. 47956/66.*
(252/66) Gate Valves. January 27. E.S.B. 47957/66.*
(252/66) Traffic Sign Supports. January 20. E.S.B. 47955/66.*

INDIA

Atomic Energy Establishment:
(251/66) Pulse Generator. January 19. E.S.B. 47796/66.*
(251/66) Ampere Source. January 19. E.S.B. 47786/66.*
(251/66) Ratio & Voltage Meter. January 18. E.S.B. 47784/66.*
(251/66) Inconel Alloy. January 18. E.S.B. 47783/66.*
(251/66) Generator. January 19. E.S.B. 47787/66.*
(254/66) Voltage Divider. (Further Information.) Tender documents available. E.S.B. 47785/66.*
(251/66) D.C. Voltage Standard. January 19. E.S.B. 47788/66.*
Beas Purchase Organization:
(252/66) Testing Bench. March 1. E.S.B. 47945/66.*
(252/66) Steel. March 15. E.S.B. 47947/66.*
(253/66) Woodworking Machinery. March 8. E.S.B. 47946/66.*
(253/66) **Rehabitting Machine.** March 8. E.S.B. 48242/66.*
(254/66) Sheet Metal Brake. March 15. E.S.B. 48772/66.*
(254/66) Steel Worker. March 15. E.S.B. 48773/66.*
(251/66) Induction Motors for Bharat Heavy Electricals Ltd. January 18. E.S.B. 47494/66.
(251/66) D.C. Switchboards; Batteries & Battery Charging Equipment for Damodar Valley Corporation. February 2. E.S.B. 47906/66.
(251/66) Electrical Testers for Madras Electricity System. February 22. E.S.B. 47490/66.

† **The Export Service Bulletin,** *a 'must' for exporters, is published daily from Monday to Friday. A week's issues may contain as many as 500 calls for tender in addition to numerous inquiries from foreign firms for British goods, offers to represent British companies in overseas markets, reports on foreign markets for selected products, etc. Each quarter an issue entitled, 'World Economic Comments', summarizes the economic conditions in more than 100 countries. Special supplements devoted to particular countries are also published from time to time. A year's subscription, which will bring you all the issues, costs* only £10 10*s.*

The Export Service Bulletin *is available only to individuals resident and firms registered and carrying on business in the United Kingdom.*

If you would like to get a specimen copy, get in touch with Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 7058, Telex 25977, AB: Bothillgate, Ldn.) mentioning the products or countries of special interest to you.

PACKERS FOR EXPORTS

Machinery • Tractors • Gleaners • Cars • Spares
Makers of Pallets, Stillages, Boxes, Crates, Cable Drums
ANYTHING IN WOOD
HOLLIS BROS. LTD., ULVERSCROFT ROAD, LEICESTER. Tel: 50432

IRAN

(255/66) **Electric Draft Fans** for Steel Corporation of Iran. March 1. E.S.B. 48796/66.*

Iranian Tobacco Monopoly:

(255/66) **Cigarette Paper.** March 8. E.S.B. 48797/66.*

(255/66) **Cigarette Filters & Cork Tape.** March 2. E.S.B. 48798/66.*

IRAQ

(251/66) **Construction of Raw Sugar Store** for Sugar Manufacturing Service. February 1. E.S.B. 47950/66.

(252/66) **Stone Crushers** for Ministry of Communications. February 12. E.S.B. 47954/66.

(253/66) **Copper Wire** for Ministry of Municipalities and Works. (Further Information.) E.S.B. 46877/66.*

(253/66) **Marine Paints** for Iraqi Ports Administration. (Further Information.) E.S.B. 47435/66.*

(254/66) **Alum** for Government Oil Refineries Administration January 24. E.S.B. 48768/66.*

(255/66) **Printing Equipment** for Ministry of Finance. (Further Information.) Tender documents now available. E.S.B. 47437/66.*

IVORY COAST

(255/66) **Rice Mills** for La Societe d'Assistance Technique. February 28. E.S.B. 48774/66.*

LEBANON

(253/66) **Radar Equipment** for Ministere de la Defence Nationale. February 8. E.S.B. 48231/66.

LIBYA

Public Works Department:

(251/66) **Water Supply.** (Further Information.) E.S.B. 41553/66.*

(253/66) **Building and Road Laying.** February 27. E.S.B. 48238/66.

(254/66) **Tractor.** for Central Tenders Board. February 20. E.S.B. 48237/66.

MALAYSIA

(253/66) **Laboratory Equipment** for Technical College – Kuala Lumpur – January 20. E.S.B. 48241/66.*

MALTA

(252/66) **Plugs and Sockets** for Malta Electricity Board. January 24. E.S.B. 47974/66.*

NEW ZEALAND

General Post Office:

(250/66) **Locks.** February 2. E.S.B. 47789/66.*

(252/66) **Jumper Wire.** February 3. E.S.B. 47996/66.*

(255/66) **Ammeters.** February 7. E.S.B. 48807/66.*

(255/66) **Fire Fighting Equipment** for Fire Service Council, Wellington. February 21. E.S.B. 48811/66.*

PAKISTAN

Directorate of Supply:

(252/66) **Miscellaneous Laboratory Equipment.** January 18. E.S.B. 47959/66.*

(253/66) **Copper Wire.** January 18. E.S.B. 48217/66.*

(253/66) **Outboard Engines.** January 30. E.S.B. 48219/66.*

(253/66) **Studio Equipment.** January 25. E.S.B. 48220/66.*

(254/66) **Refuse Disposal and Composting Plant** for Karachi Municipal Corporation. January 31. E.S.B. 48812/66.

(255/66) **Testing Equipment** for Telegraph and Telephone Directorate-General, January 21. E.S.B. 48809/66.*

PHILIPPINES

(254/66) **Vehicles, Motorcycles and Mobile Cranes** for National Water Works and Sewerage Authority. January 31. E.S.B. 48764/66.*

PORTUGAL

(254/66) **Steam Boiler** for Empresa Termo Electrica Portuguesa Sarl. March 6. E.S.B. 48781/66.

SAUDI-ARABIA

(254/66) **Office Furniture** for the Ministry of Agriculture. (Further Information.) January 31. E.S.B. 47450/66.*

SOUTH AFRICA

Cape Provincial Tender Board:

(252/66) **Concrete Mixers.** February 3. E.S.B. 47977/66.*

(252/66) **Concrete Mixers.** February 3. E.S.B. 47978/66.*

(252/66) **Motor Graders.** February 3. E.S.B. 47979/66.*

(252/66) **Lathe.** February 10. E.S.B. 47981/66.*

(252/66) **Pump.** February 10. E.S.B. 47982/66.*

(252/66) **Diesel Engine.** February 10. E.S.B. 47980/66.*

(252/66) **Plastic Rulers.** January 20. E.S.B. 47940/66.*

(252/66) **Welding Equipment and Materials.** January 20. E.S.B. 47942/66.*

(252/66) **Soaps and Scouring Powder.** January 20. E.S.B. 47943/66.*

(251/66) **Milling Machine** for South African Railways. January 20. E.S.B. 47929/66.*

South-West Africa Administration:

(252/66) **X-Ray Equipment.** January 24. E.S.B. 47984/66.*

(252/66) **X-Ray Equipment.** January 24. E.S.B. 47985/66.*

(252/66) **X-Ray Equipment.** January 24. E.S.B. 47988/66.*

(252/66) **Erection of Cafe.** January 24. E.S.B. 47987/66.

SUDAN

(253/66) **Insecticides** for Sudan Gezira Board. January 30. E.S.B. 48213/66.*

(253/66) **Cotton Waste** for Sudan Railways. January 25. E.S.B. 48212/66.*

SYRIAN ARAB REPUBLIC

(254/66) **Overhead Lines Equipment** for Syrian Electricity Authority. (Further Information.) Tender documents now available. E.S.B. 47453/66.*

THAILAND

(255/66) **Motor Cycles** for Department of Technical and Economic Co-operation. February 7. E.S.B. 48775/66.*

Metropolitan Electricity Authority:

(254/66) **Aluminium Conductor and Tie Wire.** January 19. E.S.B. 48746/66.*

(255/66) **Air Sectionalizing Switch.** January 20. E.S.B. 48817/66.*

TURKEY

(253/66) **Underground Cable and Accessories** for I.E.T.T., Genel Muderlugu. January 19. E.S.B. 48214/66.*

(254/66) **Zinc Plate Finishing Machine** for Tekel Genel Muderlugu. January 27. E.S.B. 48709/66.*

ZAMBIA

(252/66) **Dental Equipment** for Central Supply and Tender Board. January 20. E.S.B. 48208/66.*

Agency and export opportunities, market surveys, etc.

Brief details are given below of some of the inquiries for British goods, offers to represent British principals, market reports etc., published in recent issues of the **Export Service Bulletin.†**

Further information about these and copies of the Bulletins in which they appeared may be obtained from Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 427, Telex 25977, AB: Bothillgate, Ldn.) at 2s. per copy. Remittance with order, please. Please quote the number in brackets, the country and commodity in all inquiries.

Aden

(253/66) Agency inquiry for concrete mixers; electrical goods. E.S.B. 48109/66.

Australia

(252/66) References to the Special Advisory Authority. C.R.E. 2422/66.

(253/66) Inquiry for catering equipment; fittings and supplies. E.S.B. 42387/66.

Austria

(251/66) Agency inquiry for radio and television equipment. E.S.B. 47815/66.

(251/66) Agency inquiry for reproduction furniture. E.S.B. 47817/66.

(251/66) Agency inquiry for woollen and worsted fabrics. E.S.B. 47608/66.

(253/66) Inquiry for cutlery; household goods; field glasses; leatherware; radios; toys. E.S.B. 26190/66.

Bahrain

(252/66) Inquiry for piping; reinforced steel; sanitary ware; window panes. E.S.B. 48442/66.

Canada

(253/66) Agency inquiry for cranes. E.S.B. 48337/66.

(254/66) Agency inquiry for drafting machines and engineering instruments and supplies. E.S.B. 15560/66.

(252/66) Inquiry for billiard tables. E.S.B. 48330/66.

(252/66) Inquiry for pneumatic conveying equipment. E.S.B. 48090/66.

(252/66) Inquiry for rubber products. E.S.B. 48336/66.

(253/66) Inquiry for clothing materials; hospital disposables. E.S.B. 41700/66.

(253/66) Inquiry for hardware and lumber items. E.S.B. 48416/66.

(253/6) Inquiry for heater cord; slide switches. E.S.B. 47388/66.

France

(252/66) Agency inquiry for copper alloy. E.S.B. 48178/66.

(252/66) Inquiry for small equipment and accessories E.S.B. 48069/66.

(252/66) British Weeks in Caen and Metz. E.S.B 48006/66.

Germany, Federal Republic of

(252/66) Agency inquiry for foodstuffs. E.S.B. 48368/66.

(253/66) Agency inquiry for children's outerwear E.S.B. 48187/66.

(255/66) Agency inquiry for men's wear. E.S.B. 48122/66.

(252/66) Inquiry for loach. E.S.B. 48335/66.

(252/66) Inquiry for bottle measures. E.S.B. 48365/66.

(255/66) Inquiry for goatskin. E.S.B. 48981/66.

(255/66) Inquiry for hose reels. E.S.B. 48670/66.

(255/66) Inquiry for resins. E.S.B. 48963/66.

Greece

(251/66) Agency inquiry for chemicals. E.S.B. 47851/66.

Guyana

(254/66) Agency inquiry for earthenware. E.S.B. 48557/66.

India

(252/66) Inquiry for alloy and tool steel. E.S.B. 47567/66.

A ceremony was held recently at the British Embassy in The Hague to mark the retirement of 76-year-old Mr. J. F. H. Kuntze, Dutch sales agent for Kerner-Greenwood & Co. Ltd., of King's Lynn, since 1919. Picture shows Mr. Kuntze (left) with Mr. H. Barnett, managing director of Kerner-Greenwood, after the presentation.

Iran

(251/66) Agency inquiry for metal ingots; steel items. E.S.B. 47870/66.

(253/66) Inquiry for electric welding sets; presses; trucks; stone-crushing equipment; spare parts. E.S.B. 48532/66.

(255/66) Inquiry for peanut roasting equipment. E.S.B. 48984/66.

† For further details on the 'Export Service Bulletin' see page 36.

Irish Republic
(252/66) Agency inquiry for costume jewellery. E.S.B. 47883/66.

Israel
(252/66) Inquiry for mine shaft sinking. E.S.B. 48193/66.
(255/66) Inquiry for soap making machinery. E.S.B. 29134/66.

Italy
(251/66) Agency inquiry for chinaware and earthenware; cutlery; hollow ware. E.S.B. 43128/66.
(251/66) Agency inquiry for pneumatic regulators. E.S.B. 47937/66.
(252/66) Agency inquiry for clothing. E.S.B. 48304/66.
(252/66) Agency inquiry for textile industrial supplies. E.S.B. 48454/66.
(252/66) Agency inquiry for woollen fabrics. E.S.B. 45880/66.
(252/66) Inquiry for cloth. E.S.B. 48404/66.
(252/66) Manufacture under licence – concrete prefabricated products. E.S.B. 47593/66.
(253/66) Inquiry for ceramics; household articles. E.S.B. 48471/66.
(254/66) Inquiry for suedes. E.S.B. 48385/66.

Kenya
(253/66) Inquiry for bedspreads; canvas; knitwear. E.S.B. 20779/66.
(255/66) Inquiry for breakfast cereal plant; cornflakes; plastic containers. E.S.B. 47343/66.

Lebanon
(253/66) Agency inquiry for electronics and telecommunications equipment. E.S.B. 12809/65.

Libya
(255/66) Inquiry for foodstuffs; soap and soap powder. E.S.B. 48635/66.

Malaysia
(254/66) Inquiry for metal working plant and machinery. E.S.B. 32014/66.

Morocco
(252/66) Inquiry for cranes; tractors. E.S.B. 48029/66.
(254/66) Inquiry for chemicals; dyes; tannery materials. E.S.B. 45886/66.

Netherlands
(252/66) Agency inquiry for men's wear. E.S.B. 46634/66.

New Zealand
(253/66) Inquiry for wrapping machinery. E.S.B. 47236/66.

North America
(252/66) Department store buyers visits. E.S.B. 2519/66.

Norway
(251/66) Agency inquiry for electrical semi-manufactures and raw materials. E.S.B. 48037/66.
(252/66) Inquiry for dresses and skirts. E.S.B. 38387/66.
(255/66) Inquiry for chemicals; ships' tools and maintenance equipment. E.S.B. 48941/66.

Pakistan
(253/66) Agency inquiry for wire rope. E.S.B. 48054/66.
(255/66) Agency inquiry for chemicals; paint; yarns. E.S.B. 48450/66.

Poland
(251/66) Inquiry for presses. E.S.B. 45145/66.

Portugal
(252/66) Agency inquiry for Dioctyl-phthalate. E.S.B. 43536/66.

Rumania
(255/66) Inquiry for fertilizer and chemical plant; textile plant; rubber manufacturing plant. E.S.B. 44098/65.

South Africa
(251/66) Agency inquiry for clothing fabrics; domestic hardware; sports goods; toys. E.S.B. 47599/66.
(253/66) Agency inquiry for cutlery; fancy giftware; toys. E.S.B. 30204/66.
(253/66) Agency inquiry for hat materials. E.S.B. 42485/66.
(252/66) Manufacture under licence – precision engineering products. E.S.B. 28026/66.

Spain
(252/66) Agency inquiry for machine tools. E.S.B. 48127/66.

Sudan
(252/66) Inquiry for battery manufacturing machinery; oil mill machinery; printing works machinery; soap making plant and equipment. E.S.B. 43159/66.
(252/66) Import restrictions.

Sweden
(252/66) Agency inquiry for marine equipment; ships' components. E.S.B. 48094/66.
(253/66) Inquiry for flannel. E.S.B. 48421/66.

Switzerland
(251/66) Agency inquiry for plastic goods for the building trade. E.S.B. 48091/66.
(252/66) Agency inquiry for steel. E.S.B. 48356/66.
(252/66) Agency inquiry for synthetic and woollen fabrics. E.S.B. 48444/66.
(253/66) Agency inquiry for consumer goods; foodstuffs. E.S.B. 48418/66.
(254/66) Agency inquiry for clothing. E.S.B. 48504/66.
(254/66) Agency inquiry for cotton fabrics. E.S.B. 48641/66.
(254/66) Agency inquiry for furniture; garden decorations; light fittings. E.S.B. 48440/66.
(251/66) Inquiry for barley; yeast. E.S.B. 47892/66.
(252/66) Inquiry for dental equipment; hospital and surgical equipment; medical equipment; veterinary equipment. E.S.B. 48443/66.
(254/66) Inquiry for scientific apparatus. E.S.B. 48514/66.

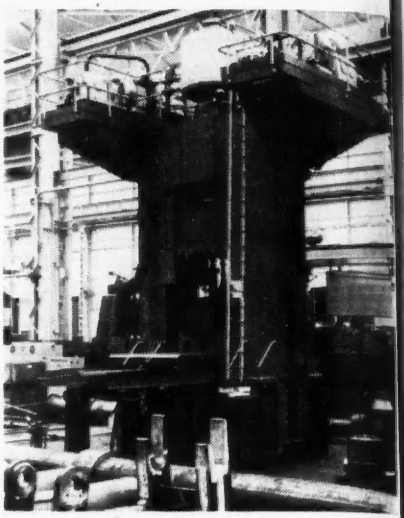
Thailand
(255/66) Agency inquiry for floor covering; netting; rubber sheeting; ticking. E.S.B. 47655/66.

Turkey
(254/66) Inquiry for steel. E.S.B. 48460/66.
(255/66) Inquiry for electronic equipment and accessories. E.S.B. 48106/66.
(255/66) Inquiry for meteorological equipment. E.S.B. 48106/66.

Uganda
(252/66) Inquiry for food processing plant. E.S.B. 45499/66.

United States of America
(251/66) Inquiry for gloves. E.S.B. 47393/66.
(252/66) Inquiry for bearings. E.S.B. 48077/66.
(252/66) Inquiry for wire. E.S.B. 47527/66.
(252/66) Trade Exhibitions. E.S.B. 2397/66.
(253/66) Inquiry for crane drive units. E.S.B. 48155/66.
(254/66) Inquiry for architectural pieces and turnings; doors; ironwork and bar fixtures; light fixtures. E.S.B. 32514/66.
(254/66) Inquiry for post mortem needles. E.S.B. 47882/66.
(255/66) Inquiry for contractors' materials; electrical and mechanical supplies. E.S.B. 48903/66.

Various countries
(252/66) Visits by British Overseas Commercial Representatives during February and March, 1967. E.S.B. 6865/66.



A closed die forging press designed and manufactured by Davy and United Engineering Company Limited, a member of the Davy-Ashmore Group, in their Bridgeton Works, Glasgow, for Jacklady Mecanizme 'Ursus', near Warsaw, Poland. The press will be used mainly for forging tractor crankshafts; it is a repeat order for a similar press installed by Davy-United in the same factory in January 1966.

Venezuela
(254/66) Inquiry for leather. E.S.B. 48513/66.

Vietnam
(253/66) Agency inquiry for radio and television sets. E.S.B. 48309/66.

Windward Islands (Dominica)
(252/66) Inquiry for milk production and processing. E.S.B. 38398/66.

HINTS TO BUSINESSMEN

THE 'Hints to Business Men' series of booklets, covering over 100 individual countries, provides useful information on such subjects as travel, hotels, climate, currency, public holidays, population, industries, economic factors, and summarizes the nature and extent of imports and exports. Copies may be obtained free of charge by British businessmen who intend visiting any country on export business, on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 7146).

Robert Hough

WASTE PAPERS · ALL TEXTILE WASTES
RAGS · ROPES · JUTE · FLAX · HEMP
SISAL · MANILA · COTTON WASTE

VICTORIA HOUSE
NARROW STREET
LONDON E.14
Phone: EAST 5632/5
Telex: No. 21372
Cables:
PAPERSTOCK, LONDON, E.14

and at TEMPLE MILL · MARLOW · BUCKS · Tel: MARLOW 4488

PROPRIETORS: LIMEHOUSE PAPERBOARD MILLS LIMITED · MANUFACTURERS & PROCESSORS · IMPORTERS & EXPORTERS

RH ESTABLISHED 1860

Export Orders

Firms are invited to send in brief details of recent export orders or contracts for mention on this page.

'Jetstream' exports reach £20 million

A contract for one of the biggest orders ever placed by the United States for a British civil aircraft – bringing its export sales to £20 million – has been signed at the Handley Page headquarters. It is for 65 HP 137 Jetstream business airliners, worth £8 million, and comes while the prototypes are taking shape in the constructor's works at Radlett, Herts.

They have been ordered by the K. R. Cravens Corporation of St. Louis, Missouri, through its wholly-owned subsidiary, International Jetstream Corporation. This is an extension of its previous order for these new executive and local-service aircraft last year.

Jetstreams are able to use small grass fields, cruise at over 300 mph, fly at 30,000 ft. and have a range of 2,000 miles. Each Jetstream has two constant-speed prop-jet engines with reverse thrust.

Orders for tractors

Substantial export orders for farm tractors totalling £425,000 have been received by International Harvester Company of Great Britain Limited. The orders come from Europe, the Middle East, South America and the Far East.

Pulsation controls for Mexico and Turkey

An order valued at over £6,000 for pulsation dampeners on new ethylene plants in Mexico and Turkey has been placed with Pulsation Controls (GB) Limited of West Drayton, Middlesex. The dampeners are to be fitted to reciprocating compressors – manufactured by the Wallsend Slipway and Engineering Company of Northumberland – and will then be supplied to the main contractor, Simon Carves Limited.

BICC order from Kuwait

British Insulated Callender's Cables Limited has been awarded an order worth almost £20,000 from the Ministry of Electricity and Water, Kuwait, for nearly 4,000 low-voltage tee joints, insulated cutouts and indoor dividing boxes for use on the Kuwait electricity distribution system. These accessories are produced in the BICC Accessories Division at Prescot, Lancs.

Oil hydraulic equipment for Bulgaria

The Industrial Hydraulics Division of the Plessey Dynamics Group has received orders valued at £330,000 from the Bulgarian State commercial enterprise – Balkancar – for the supply of oil hydraulic equipment and spares. Plessey equipment is used to power the hydraulic services of the Rilla range of fork-lift trucks, which is produced in Bulgaria for sale throughout the world.

£1 million orders in Western Europe

Orders received by the Solartron Electronic Group at the end of November brings sales of precision instruments and data loggers into Western Europe to over £1 million in 1966. Last month Solartron announced that orders from this territory were already 12½ per cent up on the 1965 figures, which was itself a record export year for the company.

Cereal grinders for Malawi

A £25,000 export order for a year's stock of cereal grinders has been received by milling and pulverizing engineers Christy & Norris Ltd., Chelmsford, from their Malawi agents, Brown & Clapperton Ltd. The order is for Briton and Yeoman mills—small hammer mills used to grind maize, cassava and other cereals in local communities.

British equipment for Canadian vessels

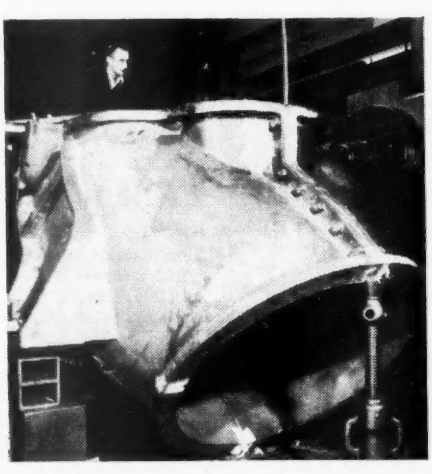
S. G. Brown (Canada) Ltd., a subsidiary of S. B. Brown Ltd., Watford, a Hawker Siddeley Company, has just received orders to supply the Arma-Brown Gyro Compass and Automatic Steering equipment to two seine net fishing vessels building at Yarrows Yard, Vancouver, for Atlantic Sugar Refineries. Similar equipment is being fitted in three other fishing vessels at Canadian Vickers yard in Montreal for the same owners. In addition the Brown Automatic Helmsman and Arma-Brown Gyro Compass is being fitted in 10 trawlers building in Quebec shipyards for Atlantic Sugar Refineries. All the equipment is manufactured at the Watford factory.

$100,000 order for pumps

An export order from the United States, worth more than $100,000, is the result of a 'whistle stop' trip to the United States by Mr. R. Fitton-Kearns, executive director of Almar Pumps Ltd., the Hucclecote (Gloucester) company which manufactures pumps used extensively in industry, particularly in building, civil engineering and agriculture.

Japan's motor boom brings Britain business

Borg-Warner, Letchworth, have been asked to double deliveries to one of their Japanese customers who are now taking automatic transmissions worth more than £190,000 a month for their cars. In all, Japan's motoring boom has boosted British exports to the stage where British-made automatic transmissions for cars are being supplied to five firms at the rate of £2,500,000 a year.



A machine operator in the Bedford works of W. H. Allen Sons & Co. Ltd., cutting grooves for the impeller eye-rings in the casing of a 54-in. Allen Gwynnes double-entry pump. The pump is a repeat contract for the Rooiwal Power Station of the City Council of Pretoria, where three similar cooling-water circulating pumps were installed in 1963. It is designed to deliver up to 44,000 gallons per minute against a total head of 70 ft. when driven at 420 rpm by a 1,150 hp motor.

Results from mission to Russia

In May last year, when represented on a mission to Russia organized by the Burnley and District Chamber of Commerce, Qualitex Yarns Ltd., Burnley, secured an order worth £110,000. Now the firm announce that, following a further visit to Russia and as a direct result of the original mission, it has been given another order for stretch nylon worth £250,000.

Europoort acetylene plant

A contract for a 10,000 MT/YR Wulff acetylene plant at Europoort, near Rotterdam, has been awarded to Fluor (England) Ltd. by Konam N.V., a joint venture of Koninklijke Zout-Ketjen N.V. and Celanese Corporation. The plant is scheduled for completion in late 1967 and will produce high purity acetylene, which will be utilized by other process units in the major integrated petrochemical complex at Europoort.

£24,000 order for Marconi

The Government of Malaysia has placed an order with Marconi Instruments Ltd. (an English Electric Company) for electronic measuring instruments to the value of £24,000. The order includes signal generators, oscilloscopes, electronic counters, modulation meters, impedance bridges, and oscillators. The instruments will be used in the maintenance of communications systems.

Polish order for Slough firm

Payne Products International Ltd., Slough, the firm which claims to have pioneered automatic lapping in Europe, have recently completed an order worth £25,000 with Elektris, the Polish state buying organization responsible for purchases for the electrical and electronics industries. Forty-two 12 in. Lapmaster lapping machines are involved, together with the ancilliary lapping equipment. Payne Products currently export 60 per cent of the output of their Slough factory.

Firm's first Peruvian order

Hancock & Company (Engineers) Limited, Croydon, which exports 50 per cent of their total production of oxy-cutting machines, announce that they have succeeded in selling their first machine to Peru. The order, placed by Ministerio de Marina, on behalf of Servicio Industrial de la Marina of Lima, Peru, is worth £16,232.

Glassware for overseas universities

Mr. E. L. Harrison, commercial director of the industrial division of James A. Jobling & Co. Ltd., Sunderland, announced recently that Jobling have obtained orders worth nearly £30,000 for laboratory glassware from the University of Chile at Santiago and from the Agricultural University of Lyallpur in West Pakistan. Other recent orders for the firm's laboratory glassware have come from the University of Malta, from Melbourne University and Monash University, also in Melbourne and from South African and New Zealand universities.

Carpet for Monte Carlo

The choice of a carpet for the main foyer of the Sporting d'Hiver building in Monte Carlo, where a British Week was held as part of the Principality's Centenary Celebrations, was made by Her Serene Highness, Princess Grace of Monaco. Princess Grace chose a floral motif on a very dark blue ground from Crossley's Sultana range. Within a week the carpet was on its way by air from Manchester, arriving in Monte Carlo in time for the opening ceremony on December 9.

Tariff, Customs and Import Regulations in overseas countries

REGISTERED TRADE MARK (RTM) GOODS IN OVERSEAS TARIFF LISTS

The Lists of Tariff, Customs and Import regulations changes in overseas countries published in this section of the Journal *sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.*

Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the Journal *should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.*

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

EUROPEAN ECONOMIC COMMUNITY

Suspension of common customs tariff

THE *Journal Officiel des Communautés Européenes* No. 218, dated November 28, 1966, contains the texts of two Decisions taken by the Council of the European Economic Community. The first, Decision No. 66/675/CEE, suspends temporarily the Common Tariff for the following item:

Tariff Heading	Description of goods	Common Tariff for period January 1, 1967 to June 30, 1967
Ex 29.35 s	6-ethoxy-1, 2 dihydro-2, 2, 4-trimethylquinoline . . .	12·8%

In order to make this Decision fully effective the second Decision, No. 66/676/CEE, requires Member States, during the period January 1, 1967, to June 30, 1967, to reduce to the temporary level set out above the Customs duties applicable to these goods, where those duties are higher than the rates of the Common Customs Tariff resulting from Decision 66/675/CEE.

The French text of these Decisions may be seen on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 479).

Further translations of EEC and EURATOM regulations

THE FOLLOWING further translations of EEC and EURATOM Regulations are now available from HMSO, 49 High Holborn, London, W.C.1, and branches. To obtain copies of these Regulations by post, orders and remittances, including postage, should be addressed to HMSO, PO Box 569, Cornwall House, London, S.E.1.

Regulation	Description	Price
67/66	Concerning certain measures to be applied in the sphere of cereal prices for the 1966-1967 season	8d. (11d.)
69/66	Concerning temporary non-application of some of the provisions of Regulation No. 97/65 on the criteria for amending the levy on imports of powdered milk from third countries	5d. (8d.)
75/66	Amending the Council's Regulation No. 142/64 on refunds to producers in respect of cereal starch and non-cereal starch	5d. (8d.)
3/66/EURATOM	Amending the percentage factors to be applied in adjustment of Officials' remuneration and pensions . .	8d. (11d.)

IRISH REPUBLIC

Medical Preparations (Control of Sale) Regulations, 1966

THE MINISTER OF HEALTH in the Irish Republic has made the above-named regulations which take effect from January 2, 1967. The following regulations are revoked:

Medical Preparations (Cortisone and A.C.T.H.) Regulations, 1952 (S.I. No. 324 of 1952);

Medical Preparations (Barbiturates) Regulations, 1954 (S.I. No. 30 of 1954);

Medical Preparations (Oral Diabetic Treatments) Regulations, 1956 (S.I. No. 203 of 1956);

Medical Preparations (Control of Sale) Regulations, 1963 (S.I. No. 82 of 1963).

Inquiries relating to this Notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Room E11, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 449/450).

NORWAY

EFTA tariff reduction

THE NORWEGIAN authorities announced that as from December 31, 1966, 'capes and coats of cotton for girls' (tariff heading 61.02.651) will be removed from the list of goods to which a slower timetable of EFTA tariff reduction applies. Accordingly from that date the duty on these goods, when of EFTA origin, will be nil.

TURKEY

Liberalization list imports

IT WAS ANNOUNCED in the Turkish *Official Gazette* of December 23, 1966 that the operation of liberalized list imports has been temporarily suspended following speculation in imports. Certain urgent or essential imports from the liberalized lists will be permitted if certified by Ministries concerned and Ministries of Commerce and Finance.

FEDERAL REPUBLIC OF GERMANY

Increased rates of turnover equalization tax

A LAW amending the Federal German Turnover Tax Law has been passed by the Federal Parliament to provide for increased rates of turnover equalization tax on a wide range of imports into the Federal Republic. Although the law has not yet been officially promulgated, the new rates came into operation on January 1, 1967. Details are given below:

Tariff No.	Description	New rate	Old rate
		%	%
27.06	Tar distilled from coal, lignite, etc.	5	4
Ex 27.07	Phenols, cresols and xylenols	5	4
27.08 Ex 27.13	Pitch, etc.	5	4
	Paraffin and waxes obtained from petroleum oils or bituminous minerals coloured or dabbed	5	4
28.03	Carbon	5	4
Ex 29.06	Cresols, xylenols and their salts	5	4
Ex 29.14	Ethyl acetate (Ex C I)	7	6
Ex 34.04	Prepared waxes (Ex B II)	5	4
40.10	Conveyor belts of vulcanized rubber	7	6
41.02 B	Bovine cattle leather, dressed	7	6
Ex 41.03 B II	Sheep and lamb leather, dressed, other than curried leather for processing	7	6
Ex 41.04	Goat and kid leather, dressed, other than curried leather for processing	7	6
41.08	Patent leather and metallized leather	7	6
41.10	Composition leather	5	4
44.15	Plywood, etc.	7	6
44.18	Reconstituted wood	7	6
Ex 48.01 E II (d)	Two- and three-ply paper	7	6
Ex E II (f 2)	Printing and writing paper (wood-free)	9	8
48.03	Greaseproof paper and paper board, etc.	9	8
48.04 Ex B	Strawboard	7	6
Ex 51.01 B II (a)	Single yarns of artificial fibre	7	6
B II (b)	Multiple yarns of artificial fibre	5	4
51.04	Woven fabrics of artificial textile fibre	9	8
53.06	Woollen yarns, carded, containing less than 85% by weight of wool, not for retail sale	5	4
Ex 53.08 B	Yarn of fine animal hair, spun in oil, of a count of 18 metric or more, not for retail sale	5	4
55.07	Cotton gauze weighing not more than 70 grams per square metre – wholly of cotton:		
A I	with 40 threads or more per square centimetre, warp and weft taken together	7	6
A II	other	9	8
B	cotton gauze weighing more than 70 grams per square metre	9	8
55.09	Other woven fabrics of cotton	9	8
56.01 B	Artificial man-made fibres	7	6
56.05 B	Yarns of artificial man-made fibres	9	8
56.07 B	Woven fabrics of artificial man-made fibre	9	8
57.06	Yarn of jute	5	4
57.10	Woven fabrics of jute, raw, plain	5	4
58.08 B	Net fabrics of synthetic fibre, knotted	7	6
Ex 59.05	Fishing nets made up or not and other nets of synthetic textile materials	7	6
Ex 59.10	Floor coverings other than linoleum on felt base with coating of polyvinyl chloride, whether or not cut	7	6
59.17 B II	Bolting cloths of textile materials other than silk	7	6
60.01	Knitted fabrics of wool and fine animal hair	7	6
60.03 Ex C	Stockings, etc., of wool	7	6
60.04 Ex C	Shirts for men and boys of synthetic textile materials	7	6
60.05 Ex A I	Outer garments and other articles of wool	7	6
61.01	Men's and boys' outer garments	7	6
61.03	Mens' and boys' under garments	7	6
61.04	Womens', girls' and infants' under garments	7	6
61.05 Ex B III	Linen handkerchiefs	7	6
62.01 Ex B	Blankets of man-made fibres, discontinuous	9	8
Ex 62.04	Inflatable mattresses	7	6
64.02	Footwear with outer soles of leather or composition leather	8	6
65.03 to 65.05	Womens' and childrens' hats of felt or straw with a value of less than 150 DM each	7	6
66.01	Umbrellas and sunshades	7	6
69.01	Heat insulating bricks, blocks, tiles, etc.	5	4
73.01	Pig iron, etc.	7·5	4 or 6
Ex 73.02	Ferro-manganese containing more than 2% by weight of carbon	7·5	6
	Other ferro-manganese	9	6
	Ferro-chromium	9·5	6
	Ferro-silico chromium	10	6
	Ferro-titanium	9	6
	Ferro-vanadium	9	6
	Ferro-silico-alumino-calcium	8	4
	Ferro-niobium and ferro-niobiuin-tantalum	8	6
73.06	Puddled bars, pilings, etc.	8·5	4
73.07	Blooms, rolled or forged	8	4 or 6
	Billets, rolled	8·5	6
	Billets, forged	8	4
	Slabs, rolled or forged	8	4
	Sheet bars, rolled	9	4
	Sheet bars, forged	9	4
	Pieces roughly shaped by forging	8	6
73.08	Iron and steel coils for re-rolling	9	6
73.09	Universal plates of iron and steel	8·5	8
73.10 A II	Bars and rods, solid	9	8
A III	Hollow drill steel	9	8
C	Steel rods, cold-formed or cold finished	9	8
Ex D	Steel rods, other than wire rod, clad or surface worked	9	8

(*Continued on next page*)

Thro' Nine Reigns–

W. Wingate & Johnston Ltd.

ESTABLISHED 1815

In the reign of King George III

AND STILL THE LEADERS

		Telegraphic Address
LONDON	39/45 Finsbury Square	'WINJOHN'
,,	144 Spa Road	,,
,,	6 Burrell Street	,,
,,	13a Bruton Place	,,
,,	59/62 Ewer Street	,,
,, (Airport)	Queen's Building	'STONJOHN'
,, ,,	Bldg. III, Northern Area	,,
MANCHESTER	Corn Exchange Buildings	'STONWIN'
,, (Airport)	Building 55	'AIRSTONWIN'
LIVERPOOL	Orleans House	'WINGATE'
NEWCASTLE	65 Quayside	'NEWINJOHN'
SOUTHAMPTON	18 Canute Road	'WINSTON'
GLASGOW	20 Renfield Street, C.2	'GATEWIN'
,, (Airport)	Building 66, Renfrew	,,
LEICESTER	15 Rutland Street	'LEWINJOHN'
LEEDS	Yeadon Airport	'GATEJOHN'
HARWICH	21 Garland Road	'JOHNSTON'
PARIS	8 Rue D'Enghien	'JOHNWIN'
,, (Airport)	Aerogare Fret Orly	'WINGAIR'
HAVRE	7 Rue des Drapiers	'JOHNGATE'
TORONTO	217 Bay Street	'STONGATE'
,, (Airport)	Air Cargo Building	'WINGAIR'
MONTREAL	300 St. Sacrement	'GATESTON'
NEW YORK	11 Broadway	'PENWINGATE'

Connecting with a network of reliable agents overseas

TRAVEL BRANCH

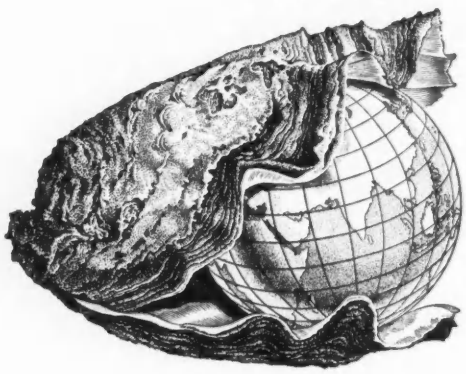
WINGATE & JOHNSTON (TRAVEL) LTD., 34 Bruton Street, LONDON, W.1

Telegraphic Address 'WINGTRAV'

EXPORT PACKERS · CASE MAKERS · CUSTOMS AND INSURANCE BROKERS · CONSOLIDATORS · DOCUMENTARY EXPERTS · SHIPPING, FORWARDING AND TRAVEL AGENTS · AMERICAN, DOMINION AND COMMON MARKET CONSULTANTS · CONTAINERIZATION AND AIR FREIGHT SPECIALISTS

The World's your Oyster

(to misquote Shakespeare)



. . . . . when dealing with The Hongkong Bank Group. The Hongkong and Shanghai Banking Corporation was founded 100 years ago in Hong Kong – but today The Group has Branches and Representative Offices spanning the world. With unique experience of all aspects of banking in the Middle and Far East – The Group can provide the latest information and expert advice to all interested in trade and finance in these areas.

THE HONGKONG BANK GROUP

THE HONGKONG AND SHANGHAI BANKING CORPORATION
Head Office: Hong Kong
London Office: 9 Gracechurch Street EC3

HANG SENG BANK LIMITED Hong Kong

THE HONGKONG AND SHANGHAI BANKING CORPORATION OF CALIFORNIA
Head Office: 180 Sansome Street San Francisco
212 West Seventh Street Los Angeles

MERCANTILE BANK LIMITED
Head Office: Hong Kong
London Offices: 15 Gracechurch Street EC3
123 Pall Mall SW1

THE BRITISH BANK OF THE MIDDLE EAST
Head Office: 7 King William Street London EC4

HONGKONG FINANCE LIMITED
109 Pitt Street Sydney Australia

Tariff No.	Description	New rate	Old rate
73.11	Angles, shapes and sections hot-rolled or extruded, U-, I- or H-shaped:		
	of a height not exceeding 80 mm.	9	8
	of a height exceeding 80 mm.	8·5	8
	Other angles, etc., not forged	9	8
	Sheet pilings	7·5	6
73.12	Hoop and strip of steel or iron:		
	Hot-rolled, pickled or not	9	8
	Cold-rolled, pickled or not:		
	in rolls for the manufacture of tin plate	9	8
	other	9·5	8
	Plated, coated or surface worked:		
	silvered, gilded, platinized or enamelled	9·5	8
	tinned, galvanized or lead coated	9	8
	Other:		
	hot-rolled	9	8
	other	9·5	8
73.13	Sheets and plates of iron or steel, etc.:		
	Electrical sheets and plates	9·5	8
	Other:		
	Hot- or cold-rolled of a thickness of 3 mm. or more	8·5	8
	Hot- or cold-rolled of a thickness of less than 3 mm.	9·5	8
	Simply lustred, polished or glazed, plated, coated or surface worked:		
	Silver, gilt, platinized or enamelled	8	No change
	Others	9·5	8
	Otherwise worked:		
	Simply cut to square or rectangular shaped:		
	Silvered, gilt, platinized or enamelled	8	No change
	Others	9·5	8
	Other, not including sheets shaped by rolling	9·5	8
73.14	Steel wire	9	8
Ex 73.15	High carbon and alloy steel:		
	forged ingots	8	6
	other ingots	8·5	6
	blooms and slabs	8	8
	billets	8·5	8
	sheet bars	9	6
	coils for re-rolling	9	8
	universal plates	8·5	8
	bars and rods, hot-rolled or cold-formed, other than wire rod	9	8
	hoop and strip	9·5	8
	sheets and plates, hot- or cold-rolled:		
	of 3 mm. or more thickness	8·5	8
	of less than 3 mm. thickness	9·5	8
	coated, clad or otherwise worked	9·5	8
	wire, whether or not coated, but not insulated	9	6 or 8
	electric plates and sheets	9·5	8
Ex 73.16	Iron and steel rails (other than conductor rails with a content of non-ferrous metals), checkrails, rackrails, sleepers, fishplates and chairs	8	6
73.18	Tubes and pipes of steel other than welded pipes	8·5	6 or 8
	Welded pipes	9·5	6 or 8
Ex 73.20 C II	Pipe arcs	8·5	6
Ex 73.24	Steel bottles	8·5	6
Ex 73.32 B II	Threaded bolts and nuts, unworked, of a diameter exceeding 6 mm.	7	6
Ex 73.40 B III	Other forgings of iron or steel	8	6
Ex 82.01 A	Spades, shovels, etc.	7	6
83.13	Crown corks	7	6
84.15	Refrigerators of a capacity of 250 litres or less	7	6
84.16 A	Rolls of steel, forged but not engraved	8	6
84.44	Rolls of steel, forged for rolling mills	8	6
84.65	Machine parts of steel weighing more than 250 kgs., excluding cast steel	8	6
85.09	Lighting equipment for bicycles and parts thereof	7	6
86.09	Axles, wheels for rolling stock	8	6
87.01	Agricultural tractors, wheeled	7	6
87.02	Motor vehicles for the transport of goods and materials weighing more than 3·5 tons	7	6
Ex 87.12 A I	Wheel rims, saddles, running boards, etc., for cycles and motor cycles	5	4

Inquiries should be addressed to Tariff Section, Board of Trade, Room E11, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 449).

It pays to sell in your Buyer's language!

For EXPERT TRANSLATIONS from and into ALL LANGUAGES *consult*

KAY CORTENS BUREAU LTD.,

Westminster Buildings, Theatre Square,
NOTTINGHAM. **Telephone ONO 2-47531**

TECHNICAL/COMMERCIAL/GENERAL

Let us translate your sales into success

NIGERIA

Import licensing regulation

LEGAL NOTICE No. 116 of 1966 published in the Federal Republic of Nigeria *Official Gazette* of December 8, amends, with effect from that date, Open General Import Licence (All Countries) No. 1 of 1964, referred to in the *Board of Trade Journal* of June 12, 1964 (pages 1316 -1317) by the addition to the Second Schedule of the following item:

Description	Import List Group	Item No.
24. Yarn	651	30-40

Note:

The effect of this amendment is that a specific licence is now required for the importation into Nigeria from all countries of the commodity mentioned in the above Legal Notice.

An inquries relating to this notice should be addressed to the Export Services Board, Board of Trade, Hillgate House, 35 Old Bailey, E.C.4. (Tel: City 5757, Ext. 472).

GHANA

Notices to Importers Nos. 271 and 272

THE GHANA Controller of Imports and Exports announces, in the Ghana *Commercial and Industrial Bulletin* of December 16, 1966, the introduction of the following additional Open General Licence to be operative from January 1, 1967.

'Open General Licence No. 5 – This authorizes the importation of the following items:

(a) Antibiotics, vitamins, hormones, anti-malaria drugs, anti-pyrepics and analgesics, sera and vaccines, sulpha drugs, and galenicals.
(b) Fertilizers, matchets and other hand tools and appliances for cultivating the soil.
(c) Fishing gear – fishing ropes, cords, twine, nets, cork, floats, rods and parts and lead;
Outboard motors and spares.

Importers are, however, advised that before placing orders for the importation of medicinal and pharmaceutical products they must obtain a permit from the Pharmacy Board, Ministry of Health, PO Box M44, Accra.'

NOTICE TO IMPORTERS No. 272 published at the same time, amends, with effect from January 1, 1967, the list of items for which, except under special circumstances, no application will be entertained.

This list will be published in full in the *Board of Trade Journal* of January 13. Meanwhile, a copy may be inspected at the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 472).

Note:

In the *Board of Trade Journal* of August 12, 1966, pages 444-445, a notice was published giving the details of the Import Licensing Procedures for the Calendar Year 1967.

MALAWI

Customs tariff

THE MALAWI Department of Customs and Excise have replaced their old Customs Tariff by a Brussels Nomenclature Tariff with effect from January 1, 1967.

The salient features are that the new tariff has three columns instead of four columns and the United Kingdom's preferential position has been preserved.

A copy of the new Tariff may be inspected on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 468).

Thoresen Car Ferries, of Southampton, carried what they believe to be the biggest ever mobile home to cross the Channel on December 12. The mobile home, a 50-footer, built by Pathfinder Caravan Co. Ltd., of Exeter, was en route for Paris (via Southampton and Le Havre). Mr. R. A. Horton, Pathfinder's sales director, explained the caravan will be used as a showpiece by their recently appointed agent in Paris, who is confident they will sell well in France. The mobile home shown costs over £3,000.

REPUBLIC OF SOUTH AFRICA

Customs tariff application

CUSTOMS TARIFF Application List No. 427, published in the *South African Government Gazette* of December 30, 1966, contains an application to the Board of Trade and Industries for increase in duty on cylinder head, manifold and similar hot joint gaskets, whether or not in sets, provided for under tariff sub-heading 84.64.90, from 20 per cent *ad valorem* to 33⅓ per cent *ad valorem*.

Those British trade organizations thought to be interested in the application are being informed. Any British firm affected which wishes to make representations to the South African Board of Trade and Industries and belongs to a trade organization, should, therefore, first contact its own trade association.

If any firm proposes to make independent representations to the South African authorities and requires further information concerning the application, it should address inquiries to the Commercial Relations and Export Department, Board of Trade, 1 Victoria Street, London, S.W.1, quoting reference CRE 30/67.

NEW ZEALAND

Revocation of some tariff concessions on articles and materials

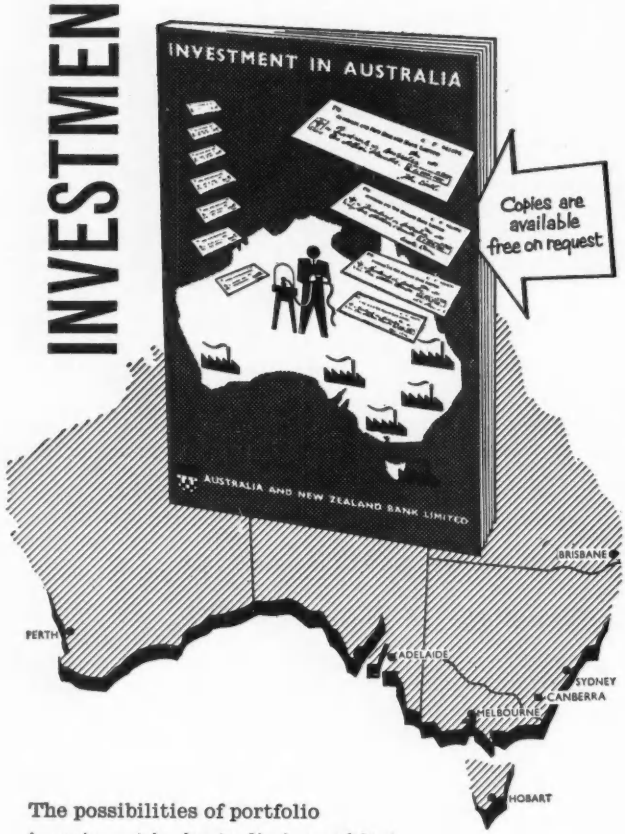
THE NEW ZEALAND Minister of Customs is reviewing the decisions approving the admission at concessionary rates of duty of certain items used solely in the fabrication and repair of goods in New Zealand under Item 448 of the former Tariff.

The New Zealand Customs Department have now published a list of items for which entry at concessionary rates of duty will be revoked, with effect from January 1, 1967, as follows:

Printers', stationers', and bookbinders' –
Calendars, showcards, and advertising material –
Binding strips of metal

(*Continued on next page*)

INVESTMENT IN AUSTRALIA



The possibilities of portfolio investment in Australia is a subject of considerable interest in the United Kingdom. To provide authoritative information A.N.Z. Bank has published a 68-page booklet "Investment in Australia" which deals in some detail with such matters as...

Avenues of investment
Securities for portfolios
Trade or direct investment
Investment intelligence
Brokerage, duty, taxation and exchange control
Services for investors and companies

Copies are available free on request

A·N·Z

AUSTRALIA AND NEW ZEALAND BANK LIMITED

Head Office: 71 Cornhill, London, E.C.3. Telephone: AVEnue 1281
Over 1100 Branches and Agencies

NEW ZEALAND, *continued*

Springs –
Bushes of the following kinds declared by a manufacturer for use by him only in making laminated undercarriage springs for motor vehicles –
(a) Steel and rubber
(b) Steel and bronze
(c) Wholly of steel, including split seam bushes
(d) Wholly of bronze, including split seam bushes

Tobacco, cigars and cigarettes –
Cedarwood dressed and cut to sizes for making cigar boxes
Tobacco binder, being paperlike sheets made from compressed pulverized tobacco leaf

Twine –
Cardboard tubes and cones specially suited for use as cones in the manufacture of twines

Upholstery –
Tape, ladder, wholly of plastic, other than woven plastic material, specially suited for use with venetian blinds

Details of the items concerned, together with the substantive tariff in force from January 1, 1967, can be seen at Board of Trade, Room E54, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 468). Anyone wishing to make any inquiry about this notice should approach the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, quoting reference CRE 11806/G.

This list may possibly contain words which are registered as trade marks in relation to certain kinds of goods.

AUSTRALIA

Revision of Customs By-laws

THE AUSTRALIAN Department of Customs and Excise have announced changes in the By-laws shown below:

New By-law

The following goods will be admitted under By-law until further notice:

Goods	Classification and Duty under the British Preferential Tariff	
	Tariff Item	Rate of Duty
Felt paper or paperboard, but not including surface decorated or printed, in rolls exceeding 72 inches in width, for use in the manufacture of floor coverings, under security	48.07.12	Free
Kindergarten materials, for use in kindergarten teaching, as follows:		
Cards, illustrating familiar objects, for exercises in word building		
Cards, test, observation, being sets of illustrated cards superficially identical but embodying minor differences		
Cards with printed illustrations thereon and named matching cards, in outfits	97.04	Free

Amended By-laws

The following By-laws have been amended to apply to the goods as shown:

Goods	Classification and Duty under the British Preferential Tariff	
	Tariff Item	Rate of Duty
Drills (interchangeable tools), composed wholly of a non-ferrous alloy of chromium, tungsten and either or both cobalt ot molybdenum	82.05	Free
Diodes having a f.o.b. price exceeding an amount ascertained by multiplying $1 by the number of diodes in each device or unit	85.21	Free
Note: Care is to be exercised that the multiple diodes are in fact proper to 85.21. Should they be in any way interconnected one to the other admission under 85.21 will be refused.		

OVERSEAS COMMERCIAL POSTS

Over 200 official commercial posts in all the main centres of world trade are at the service of the United Kingdom exporter. A full list of their addresses is given on pages i-viii of the Board of Trade Journal *of October 7, 1966.*

Cancelled By-laws

The following goods are removed from the provisions of By-law entry and will now be classified as indicated below:

Goods	Classification and Duty under the British Preferential Tariff	
	Tariff Item	Rate of Duty
Silicone fluids usable as lubricating oils, damping fluids, hydraulic fluids or dielectrics . . . . . The By-law still applies to these goods provided they are in direct transit to Australia on December 9, 1966, and are entered for home consumption within 21 days after importation; or in bond in Australia on December 9, 1966, and are entered for home consumption on or before January 9, 1967.	39.01.142	40%, less $0·025 per gal.
Carpet felt paper or paperboard, seal-coated, bitumen saturated, in rolls exceeding 6 feet in width, for use in the manufacture of printed floor coverings, under security .	48.07.420	12½%

Tariff Board inquiry

THE AUSTRALIAN Minister for Trade and Industry has referred to the Tariff Board for inquiry and report the question whether assistance should be accorded the production of **Butyl alcohols and acetates** (Tariff items 29.04.300, 29.14.212 and 38.19.99).

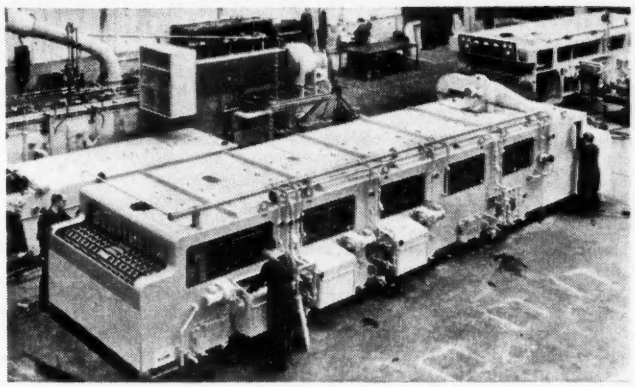
This reference is of Departmental origin.

Details of the tariff items under which the above-mentioned goods are dutiable are given below:

Tariff Item	Goods	Rates of Duty	
		General	Preferential
29.04	Acyclic alcohols and their halogenated, sulphonated, nitrated or nitrosated derivatives:		
29.04.300	Butyl alcohols	25%	15%
29.14	Monoacids, and their anhydrides, acid halides, acid peroxides and their peracids, and their halogenated, sulphonated, nitrated or nitrosated derivatives:		
29.14.212	Butyl acetates	25%	15%
38.19	Chemical products and preparations of the chemical or allied industries (including those consisting of mixtures of natural products), being goods not falling within any other item; residual products of the chemical or allied industries, being goods not falling within any other item:		
38.19.9	Other:		
38.19.99	Other:		
38.19.991	Put up for retail sale . . .	The rate of duty set out in this column that would apply to the goods if they consisted wholly of the constituent that, in the opinion of the Minister, gives the goods their essential character, or, if higher, 22½%	The rate of duty set out in this column that would apply to the goods if they consisted wholly of the constituent that, in the opinion of the Minister, gives the goods their essential character, or, if higher, 10%
38.19.999	Other	The rate of duty set out in this column that would apply to the goods if they consisted wholly of the constituent that, in the opinion of the Minister, gives the goods their essential character	The rate of duty set out in this column that would apply to the goods if they consisted wholly of the constituent that, in the opinion of the Minister, gives the goods their essential character

Note: Temporary additional duties in the form of support values have been imposed as follows: (i) iso-butyl alcohols and iso-butyl acetates 90% of the amount by which landed cost is less than $A310 per ton; (ii) other butyl alcohols and butyl acetates 90% of the amount by which landed cost is less than $A350 per ton.

This matter has been reported by telegraph by Her Majesty's Minister (Commercial) at Canberra, who has been asked by the Australian authorities to notify them at the earliest possible date if any United Kingdom interests propose to tender evidence. In accordance with normal procedure, notification in this instance should be given to the Australian authorities **not later than January 16, 1967**. Before this date, therefore, United Kingdom Trade Associations or firms intending to submit evidence to the Tariff Board should so advise the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, quoting reference CRE 2448/66.



The photograph shows one of a pair of Dawson bottlewashing machines receiving a final technical check-over before being split into sections for despatch to United Distillers (Pty.) Ltd., in Melbourne, Australia. The two units, valued at over £20,000, can clean a wide range of bottles from the miniature to the 40-ounce size. Each unit can handle 4,800 bottles an hour.

Decisions on tariff classifications

THE AUSTRALIAN Department of Customs and Excise have announced the following decisions on the application of the Australian Tariff:

Goods	Classification and Duty under the British Preferential Tariff	
	Tariff Item	Rate of Duty
Coverings such as Kontakt, Fablon, D.C. Fix and Beautifix which are self-adhesive PVC sheetings with a 'peel off' backing material	39.02.419	25%
Knitted sleeveless shell jumpers, also known as blouses and sweaters	60.05.129	27½%; or, if higher, $0·30 each, and 12½%

Tariff changes on industrial chemicals

OWING TO THE EXTENT of the changes made in the Australian Customs Tariff affecting the rates of duty payable on industrial chemicals and synthetic resins, full details will not now be published in the *Board of Trade Journal*.

Instead, the detailed changes have been printed in the form of a booklet copies of which can be obtained from the Commercial Relations and Exports Department, Board of Trade, Room 334, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 2318.)

WE PUBLISH ANNUALLY a 2 vol. book listing directories and 3,000 overseas newspapers and periodicals, £3.

NEW ZEALAND
The Pharmaceutical Journal
1 page £30
½ page £16.10.0
¼ page £12
Publication date 15th monthly

We can also handle your Overseas Advertising in 137 countries through our 80 agents. Write for details.

PUBLISHING & DISTRIBUTING CO. LTD.
177, REGENT STREET, LONDON, W.1
Telephone: REGent 6534/5

TRINIDAD AND TOBAGO

Aid to Pioneer Industries Ordinance, 1950

THE TRINIDAD and Tobago Government is considering whether the following products should be declared 'pioneer products' for the purposes of the Aid to Pioneer Industries Ordinance, 1950:

Rubber slab stocks.

'Pioneer manufacturers' of these products will enjoy income-tax relief, duty-free importation of construction material, plant, machinery, etc., and other concessions. The Trinidad and Tobago Customs Laws also provide for the exemption from payment of import duties on raw materials by approved industrial activities.

Applications for pioneer status are processed by the Trinidad Industrial Development Corporation, Salvatori Building, Independence Square, Port of Spain, Trinidad (PO Box 949). It would be appreciated if firms writing to the Industrial Development Corporation would copy their initial correspondence to the British High Commission (Commercial Department), PO Box 225, Port of Spain, Trinidad.

Inquiries about the above notice should be addressed to the Board of Trade, Commercial Relations and Exports Department, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2627).

CANADA

Marking of imported goods

THE FOLLOWING additions to the Canadian Marking of Imported Goods Order, published in full in the *Board of Trade Journal* on February 21, 1964, with amendments on February 26 and April 9, 1965, have been made with effect from March 1, 1967:

Bakeware and cookware made of cast iron in plain, polished, machined, porcelain enamel, fluorocarbon ('Tiflon' and 'Fluon') finishes, the following: frypans, skillets, dutch ovens, chaudrons, casseroles, trivets, chicken fryers and baking pans shall be marked by etching, die-stamping, engraving, embossing or by decalcomania transfer or adhesive label.

Gloves made wholly or partially of leather shall be marked by being die-stamped in letters of a contrasting colour not less than one-eighth of an inch in height or by means of a printed or woven label in contrasting colour firmly attached at the top of the glove so as to be readily apparent to the intending purchaser. When imported in and for sale to the ultimate purchaser in packages, boxes, envelopes or other containers, the packaging material shall also be marked.

Hair pieces, the following: wigs, half-wigs, switches, postiches, pony tails, toupees and other types of hair pieces designed to be worn on the head of a person shall be marked by means of a printed or woven label of contrasting colour firmly attached so as to be readily apparent to the intending purchaser. When such hair pieces are imported in and for sale to the ultimate purchaser in packages, boxes, envelopes or other containers, the packaging shall also be marked.

The above information is contained in Canadian Department of National Revenue Memorandum, Series D42, dated January 13, 1966.

Canada—Federal sales tax

IN HIS RECENT Budget Statement the Canadian Minister of Finance announced that he proposed to increase the general sales tax from 11 per cent to 12 per cent. This increase will not apply to production machinery (which is, being exempted from sales tax in two steps in April 1967 and April 1968), to building materials and to foodstuffs.

(Note: In the case of imported goods the sales tax is levied on the duty paid value.)

Further information about this change will be published when it is received from Canada. In the meantime routine inquiries about the sales tax should be addressed to Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 468).

'Made in Canada' ruling

THE FOLLOWING ruling has been made in Canada for Canadian Customs purposes:

Of 'a class or kind made in Canada':

Bath chairs designed for lowering and raising patients into and out of bath tubs.

(Ruling effective January 23, 1967.)

The above information is contained in Canadian Department of National Revenue Memorandum D51/21/1, dated December 21, 1966.

WE PUBLISH ANNUALLY
a 2 vol. book listing directories and 3,000 overseas newspapers and periodicals. £3

Hindustan Year-Book & Who's Who.
Price £1.0.0.
Published annually.
Editor S. C. Sarkar.

We can also handle your Overseas Advertising in 137 countries through our 80 agents. Write for details

PUBLISHING & DISTRIBUTING CO. LTD.
177, REGENT STREET, LONDON, W.1
Telephone: REGent 6934/5

Report on Overseas Trade

Prepared by the Statistics Division of the Board of Trade

Summarizes each month the broad pattern of United Kingdom trade. It includes tables of imports, trade in commodity groups with the principal areas of the world, exports and balance of trade by countries, indices of volume changes and import and export prices. "*. . . essential statistical data on the really important aspects of this country's trade . . . in exceedingly convenient form.*"—*The Times.*

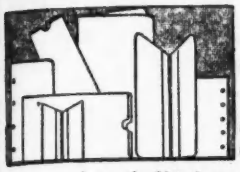
Monthly **4s.** (*by post* 4s. 5d.). Annual subscription **£2 14s.** including postage

Government publications can be purchased from the Government Bookshops in London (post orders to P.O. Box 569 S.E.1), Edinburgh, Cardiff, Belfast, Manchester, Birmingham and Bristol, or through any bookseller.

HMSO

BRITISH GOVERNMENT CONTRACTORS

These announcements are restricted to firms and companies on the lists of Contractors to H.M. Government Departments.



PVC Wallets and Containers

Loose leaf binders, salesmen's albums, document cases, cheque book and travel cheque holders, note cases, pocket wallets, conference wallets, swatch covers, advertising gifts, etc.

Academy Plastics Ltd

25-29 Roundwood Rd., London, NW10
Telephone: Willesden 5277

Our advanced techniques and reliable service have established a fine reputation. Try us for all types of Heat Treatment and Chemical Blacking.
On A.I.D., A.R.B., W.O. Approved lists for inspection.

Abbey Heat Treatments Ltd

Plaza Works, Merton High Street
London SW19
Telephone: Cherrywood 2291/2

STEELTUBE

Precision Steel Tube for the AUTOMOBILE & FURNITURE industries.
Enquiries invited from all trades.

Barton Conduits Limited Walsall Staffs
Tel: Walsall 26581

BARTON

Screwing machines
For Bolts and Pipes
Portable, for hand and Power.
As used by railways, docke, public works and engineers.

James N. Durie & Co. Ltd

106 Dockfields Road, Shipley, Yorks.
Shipley 53388

Variety metal workers in all types of metals to ¾" thick. 10' brake presses and guillotines. Rolling capacity to ¾" plate.
Cabinets and guards, trunking and tank work.
Fully equipped engineering division, turning to 4' dia.; milling capstan and presswork.
Hydraulic spinning to 4' dia. in ⅛" stainless, hand spinning to 6' dia. x 14g.

A. Richards (Metal Workers) **Ltd.**

West Ferry Road, London, E.14
Telephone: East 5911 (5 lines)

'INSPECTOR' Precision Optical Gauge, Measuring and Profile PROJECTORS

For all industries with effective screen size from 6" sq. to 17" dia. Equipped for round, flat or thread form.

Descriptive catalogue available.

West London Optical & Tool Co. Ltd.

Witney, Oxon
Telephone: Witney 3011
Grams: Wezlop, Witney

Fabricators in sheet steel and plate, stainless steel, aluminium
Argon arc welding
Tank manufacturers, Prototype work
Forming, dishing, louvring, nibbling, slotting and flanging
8' press brake capacity. Site welding

C. E. Turner (Engineers) Ltd

Linford Street, London, SW8
Telephone: MACaulay 7118 and
Pensbury Works, Pensbury Place, Wandsworth Road, London, SW8
Telephone: MACaulay 2575/6

Introducing the well known range of

Lucy Harding

QUALITY PLASTIC WARE

Dustbins, Laundry Baskets, Food Containers, Waste Paper Bins, Swing Top Bins, Buckets, Pedal Bins, Fridge Boxes

Prices and Catalogue from:

REGULAR PLASTICS LTD.,
Fitzherbert Road, Farlington, Portsmouth, Hants. Tel. Cosham 70102

General sheet metal workers

metal polishers to the trade

Leslie T. Clark

(Stainless Steel Fabrications) **Ltd.**

Fresh Wharf, Highbridge Road, Barking, Essex
Telephone: RIPpleway 5666-7-8

Member of the Stainless Steel Fabricator's Association

BEST BUY

Briton

BRUSHES

for all decorating, domestic and industrial needs

BRITON BRUSH CO. LTD.
WYMONDHAM · NORFOLK · ENGLAND

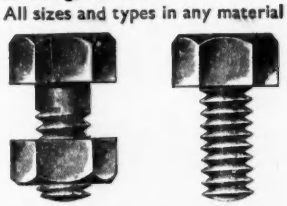
Springs one off or long runs, for every requirement

Tension; Compression; Square Section; Round Section;
Specials to meet individual needs;
Flat Springs too.
Also makers of Wire formed articles; pressings and Stampings; toolmaking. DGI & MOA approved.

Rickton Springs Ltd.

Onslow Mills, Trout Road, Yiewsley, West Drayton, Middlesex.
Phone: West Drayton 2332-2352

Bolts and nuts, screws, rivets, burrs, studding, washers
All sizes and types in any material



Abis & Co. (Birmingham) Ltd

Dennis Road, Sparkbrook, Birmingham, 12
Telephone: South 3781 (6 lines)

BRITISH GOVERNMENT CONTRACTORS

These announcements are restricted to firms and companies on the lists of Contractors to H.M. Government Departments.

RING BELLS

for machine tools

LEEDS 63-7398

Price list on request from

H. Bell (Machine Tools) Ltd.
Walter Street Leeds 4

Jacksons
OF BOURNE END

Speciality millboards and fibreboards for Industry uses:

BOOK BINDINGS RADIO BACKS PIPE JOINTING
INDUSTRIAL BOXES PRESS BOARDS CAR PANELS
PALLETIZATION SHOE COMPONENTS
TRAVEL GOODS SPECIALITY PACKAGING
AND MANY OTHER USES

JACKSONS' MILLBOARD & FIBRE CO. LTD.
Bourne End, Bucks.
Telephone: Bourne End 1111 Telex: 84153

POCKLINGTON & JOHNSON LIMITED
PRECISION SPRING MANUFACTURERS
in wire and flat strip section material

Registered Office:
74 Bridge Road East,
Welwyn Garden City, Herts.
Phone: Welwyn Garden 23845-9

London Office:
111 Clerkenwell Road, London, E.C.1
Phone: Holborn 2468

Experience with special and orthodox materials.
Quantity range from 'one off' to bulk production.
Technical advice given without obligation.

Enquiries answered without delay.

MISCELLANEOUS ADVERTISEMENTS

6/- per line, minimum 30/- payable in advance.
Orders for advertisements in this section should be addressed to HM Stationery Office, Room D94, Atlantic House, Holborn Viaduct, London, E.C.1.
Replies to Box Numbers should be addressed to: Box No.— Board of Trade Journal, Room D94, Atlantic House, Holborn Viaduct, London, E.C.1.

THE METAL PERFORATORS J. & F. POOL LTD., invite perforating inquiries from industry – J. & F. Pool Ltd., Hayle, Cornwall. Tel. Hayle 3213. Telex 45286.

TYRES FOR EXPORT. Large quantities of tyres fit for repair and for remould always available. Can be inspected on site or made up to your requirements by expert examiners. Quantities of good, part worns and unused remoulds in all sizes available. Large quantities of scrap tyres always available. J. Rose (Tyres) Ltd., 6 Bradman Road (off Hammond Road), Kirkby Industrial Estate, Nr. Liverpool. Tel. Simonswood 2157 (6 lines).

ARAB MARKETING RESEARCH by leading research organization (USA trained) in Middle East. Inquiries to AMFI, 83 Caversham Road, Reading, Berks.

HARTLEPOOLS INTELLIGENCE is a monthly digest of Press reports on the industrial, commercial and social life of an area organized and eager to make welcome new industry and new people. Sample issue (1s. post paid) or a regular supply (12s. a year) from: The Industrial Development Officer, Municipal Buildings, West Hartlepool. Tel. Hartlepools 2161.

EXPORTERS' TRANSLATION SERVICE. 93, Lichfield Court, RIChmond 4729, Surrey. All Languages. Quick Service. ASK FOR QUOTATIONS! Hungarian Translation Specialists.

TO EXPORTERS IN SCOTLAND Prompt Translation Service. The Language Guild, 59 Elmbank Street, Glasgow, C.2. Tel. DOU 4859.

NISSEN TYPE BUILDINGS 66′ x 24′ and 36′ x 16′. We carry a large stock of unused buildings of various lengths for immediate despatch. ROMNEY BUILDINGS 96′ x 35′. Other lengths available. Naylors (Bilston) Ltd., 204, Wolverhampton Street, Bilston, Staffs. Tel. Bilston 41689-42448.

'FLASH' Carton Case Opener. The opening of Fibreboard Cases, a task of some difficulty, time and waste, effected quickly and efficiently by the use of this simple hand tool. Also Commercial and Industrial Stapling Equipment. The Flash Carton Opener Co. Ltd., Ambleside Avenue, London, S.W.16. STReatham 0308-5960.

Index to statistics published regularly in the Board of Trade Journal

A = annually; M = monthly; Q = quarterly; 6-M = every six months.

Title	Last published
Air transport:	
Activity at UK aerodromes (M)	23 Dec. 1966
Aircraft noise at Heathrow Airport (Q)	23 Dec. 1966
Mileage and traffic (M)	30 Dec. 1966
Trade by air (6-M)	27 May 1966
Balance of payments (Q)	30 Sept. 1966
Business names registered (A)	4 Feb. 1966
Capital expenditure:	
By industry (Q)	9 Dec. 1966
Distributive and service trades (A)	30 Dec. 1966
Expected capital expenditure (3 times a year)	24 June 1966
Catering trades turnover (M)	16 Dec. 1966
Chemical industries production (6-M)	11 Nov. 1966
Companies:	
Income and finance (Q)	4 Nov. 1966
New companies registered:	
Gt. Britain (M)	23 Dec. 1966
N. Ireland (M)	This week
Credit:	
Instalment credit business (M)	11 Nov. 1966
International trade credit (A)	17 June 1966
Engineering and electrical goods:	
Deliveries of certain products (Q)	This week
Production, exports and orders (M)	This week
ECGD business (Q)	4 Nov. 1966
Film industry:	
British Film Fund Agency returns (M)	This week
Cinema admissions and takings (M)	2 Dec. 1966
Overseas payments and earnings (A)	This week
Registrations of films (A)	28 Jan. 1966
Trends in film-going (A)	9 Sept. 1966
Food:	
Consumption levels (A)	26 Aug. 1966
Household consumption (Q)	18 Nov. 1966
Foreign trade:	
Commonwealth trade (A)	1 July 1966
Sterling area trade summary (Q)	4 Nov. 1966
Trends in exports of manufactures (A)	18 Nov. 1966
World trade and production (Q)	2 Dec. 1966
Foreign trade of the UK:	
Unit value and volume index nos. (M)	9 Dec. 1966
Value of overseas trade (M)	23 Dec. 1966
Gold and convertible currency reserves (M)	9 Dec. 1966
Hairdressing trades turnover (M)	16 Dec. 1966
Hire purchase:	
Assets and liabilities of HP companies (Q)	18 Nov. 1966
Business (M)	9 Dec. 1966
Industrial building provisional figures (Q)	28 Oct. 1966
Industrial production:	
Index nos. (M)	30 Dec. 1966
N. Ireland index (M)	2 Dec. 1966
Insurance companies:	
Assets (A)	1 July 1966
Transactions (Q)	9 Dec. 1966
Investment and earnings overseas (A)	10 June 1966
Laundries and dry cleaners turnover (M)	16 Dec. 1966
Machine tools deliveries and orders (M)	16 Dec. 1966
Man-made fibres:	
Analysis of production (A)	8 April 1966
Analysis of production (Q)	This week
Deliveries (Q)	4 Nov. 1966
Production (M)	This week
Motor industry:	
Car and commercial vehicle production (M)	23 Dec. 1966
Motor trades turnover (M)	This week
Nationalized industries overdrafts (M)	This week
Partnerships registered (A)	4 Feb. 1966
Pension funds:	
Assets (A)	1 July 1966
Transactions (Q)	2 Dec. 1966
Retail prices index (M)	23 Dec. 1966
Retail trade:	
Index nos. (M)	9 Dec. 1966
N. Ireland index (M)	This week
Royalty transactions (A)	29 July 1966
Shipping movement at UK ports (M)	25 Nov. 1966
Stocks:	
Manufacturers', wholesalers' and distributors' (Q)	9 Dec. 1966
Retail (M)	16 Dec. 1966
Retail and wholesale trades (A)	30 Dec. 1966
Textiles:	
Clothing and textiles orders and deliveries (M)	23 Dec. 1966
Cotton production (M)	23 Dec. 1966
Wholesale houses sales (M)	16 Dec. 1966
Wool exports (Q)	26 Aug. 1966
Wool output (M)	23 Dec. 1966
Tourism:	
International tourism (A)	16 Sept. 1966
UK tourist traffic (M)	18 Nov. 1966
Wholesale prices:	
Average prices of selected commodities (A)	25 Feb. 1966
Index nos. (M)	16 Dec. 1966

Board of Trade Departments, etc.

Subject	Last published
Board of Trade addresses	13 May 1966
Board of Trade regional organization	25 Nov. 1966
British and Commonwealth chambers of commerce and other British business organizations overseas	11 Mar. 1966
British commercial representatives overseas	7 Oct. 1966
Directory of Board of Trade departments and their work	27 May 1966
ECGD local offices	25 Nov. 1966
Official Receivers' offices	16 Dec. 1966
United States consular offices in the UK	17 June 1966

Registered as a Newspaper. Published by Her Majesty's Stationery Office, Atlantic House, Holborn Viaduct, London, E.C.1, for the Board of Trade, 1 Victoria Street, London, S.W.1.
Printed in England by Merritt & Hatcher Ltd., London. (K102) S.O. Code No. 72-3642.

GEEST LINE

FOR THE
FAST
DIRECT
SERVICE

TWICE EVERY WEEK TO
BARBADOS &
THE WINDWARDS
Dominica 8 days ■ Barbados 9 days
Grenada 11 days ■ St. Lucia/St. Vincent 12 days
Sailing from **PRESTON & BARRY**

Head Office: Geest Industries Ltd., Spalding, Lincs. Tel: Spalding 3901
Grams: Geest, Telex, Spalding. Telex 32235
Port Offices: No. 2 Dock, Barry, Glamorgan. Tel: Barry 4121. Telex 49428
Albert Edward Dock, Preston, Lancs. Tel: Preston 29261. Telex 67642

Agents:
Killick, Martin & Company Ltd., Dunster House, Mark Lane, London, EC3. Tel: Mincing Lane 3100. Telex 28424
Killick, Martin (Southampton) Ltd., Havelock Chambers, Queens Terrace, Southampton. Tel: 28771 Telex 47633
A. H. Seale & Company Ltd., St. Martin House, Bull Ring, Birmingham, 5. Tel: Midland 9051
R. M. Beveridge & Company Ltd., 200 St. Vincent Street, Glasgow, C1. Tel: Central 3615/6. Telex 778118
54 Commercial Street, Dundee. Tel: Dundee 22131. 64 Constitution Street, Leith, Edinburgh. Tel: Leith 1557

Commonwealth and Sterling Area Trade

86th STATISTICAL ABSTRACT

The latest edition of this annual publication summarizes the external trade of the Commonwealth and sterling area up to the end of 1965. The Abstract also contains tables on prices, production and consumption of selected commodities which are important in the exports of Commonwealth and sterling area countries, and on their population and balance of payments.

10s. 6d. (by post 11s. 1d.)

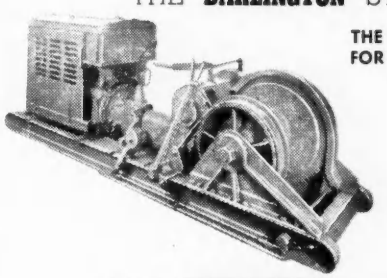
Published by

HER MAJESTY'S STATIONERY OFFICE

and obtainable from the Government Bookshops in London (post orders to P.O. Box 169, S.E.1), Edinburgh, Cardiff, Belfast, Manchester, Birmingham and Bristol, or through any bookseller

'DARLINGTON' WINCHES

THE **'DARLINGTON'** STATIC



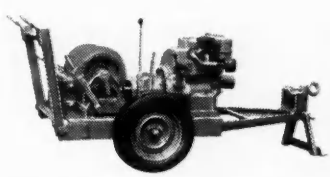
THE ALL-PURPOSE WINCH FOR HOME AND OVERSEAS

FOR HOISTING, HAULING, LOADING, UNLOADING, CONSTRUCTION OR DEMOLITION WORK

THIS MACHINE IS IDEAL FOR OILFIELD WORK

THE **'DARLINGTON'** PORTABLE POWER DRIVEN WINCH

THIS WINCH IS OF GREAT VALUE TO BUILDERS AND CONTRACTORS



POWERED BY PETROL OR DIESEL ENGINE

SPECIALISTS IN VEHICLE AND STATIC WINCHES

DARLINGTON ENGINEERING CO. (Gateshead) **Ltd.**
TEAM VALLEY ESTATE, CO. DURHAM

The new Investment Grants and how to apply for them

Under the Industrial Development Act 1966, the Board of Trade may make grants of 20% (or 40% in development areas)* towards capital expenditure on **plant or machinery** for use in manufacturing, construction or extractive industries. Five new Investment Grants Offices are now open to distribute application forms for grants.

In order to simplify applications, different forms have been designed for different classes of applicant. **It is important that you ask for the right one for your business.**

Grants for Plant and Machinery

Form IG/1 For use in manufacturing and ship repairing and related research.
Form IG/2 For use in construction and related research.
Form IG/3 For use in the extractive industries and related research.
Form IG/4 For hiring out for use in manufacturing, ship repairing, and in the extractive industries.
Form IG/5 For hiring out for use in construction.

Grants for other capital expenditure

Form IG/6 Computers.
Form IG/7 Ships.
Form IG/8 Hovercraft.

Firms should apply NOW for the appropriate form, enclosing an addressed label, to one of the five Board of Trade Investment Grants Offices listed below. You will also receive a free booklet called "Investment Grants—A Guide for Industry" which explains the new scheme.

The new Board of Trade Investment Grants Offices

Colman House, Victoria Avenue, SOUTHEND-ON-SEA, ESSEX.
24-26 Newport Road, CARDIFF, SOUTH WALES.
Seafield House, Waterloo Road, Seaforth, Crosby, LIVERPOOL, 21.
West Precinct, Town Centre, BILLINGHAM, CO. DURHAM.
Magnet House, Waterloo Street, GLASGOW, C.2, SCOTLAND.

The offices will be ready to receive completed application forms from the 16th January, 1967 in respect of expenditure incurred by applicants during the period 17th January to 31st March, 1966.

* *These rates will be increased to 25% and 45% for expenditure incurred during 1967 and 1968.*